

THE NATIONAL PROVISIONER

OFFICIAL ORGAN OF THE AMERICAN MEAT PACKERS' ASSOCIATION

PUBLISHED EVERY SATURDAY

ENTERED AT NEW YORK AT SECOND-CLASS RATES.

Vol. 42.

New York and Chicago, April 2, 1910.

No. 14.

CATTLEMEN CORROBORATE PACKERS.

The inquiry into the cost of living by the Committee of the United States Senate continued this week at Washington, the most prominent witnesses being Murdo Mackenzie, of Colorado, vice-president of the American National Livestock Association, and Judge S. H. Cowan, of Texas, attorney for the Association. Both witnesses substantiated the statements made previously by officers of the American Meat Packers' Association, and gave some of the muck-raking Senators information which was not at all to their liking.

Mr. Mackenzie declared that the extravagant habits of the American consumers in demanding only the choicest cuts of meat was largely responsible for the increased cost. He surprised the committee by declaring that if it were not for the market offered by the packers, cattlemen would have been unable to market certain classes of their livestock, as the packers offered the only outlet available for this stuff. He declared that the packers did not maintain an agreed price which they would pay to cattlemen—that such a thing would, in fact, be impossible—and that there was no concerted action to control prices.

Judge Cowan declared that cheaper meat need not be expected. He believed meat would go up instead of down. There was not enough incentive offered for men to remain in the cattle business, and production was decreasing instead of keeping up with increasing population.

ST. LOUIS PACKERS ARE VINDICATED.

The representative of the Attorney-General of Missouri who has been conducting an investigation of St. Louis meat packers, as a result of charges that there was a combination among them, has completed his work, and this week made the public announcement that he found no evidences whatever of collusion. "I find they conduct business on a purely competitive basis," he declared, "and they are all right." The inquiry has therefore been abandoned.

HOGS MAKE A NEW HIGH MARK.

Hogs made a new high record in Chicago this week, when on Monday the top for live hogs in that market touched \$11.20. The previous high mark was 15 cents under that figure. Speculative bidding and the eagerness of Eastern shippers to get the stuff resulted in the establishment of the new high mark.

DEFENDS PACKERS' GOOD NAME

Leading Packer Gives Senators Information About Methods and Prices in the Packing Trade—Testimony of Former Head of the Association

JAMES S. AGAR IS PROUD TO BE A MEAT PACKER

Widespread attention, both inside and outside the meat trade, has been attracted to the testimony given by leading packers and officials of the American Meat Packers' Association before the United States Senate Committee which is conducting an investigation at this time on the cost of living in this country. The appearance of these witnesses, and their clean-cut and straightforward statement of facts and figures, has done more to give the public and the "powers that be" an idea of the true relation of the meat industry toward the question at issue than anything which has developed in this or any previous agitation.

As The National Provisioner said last week, the American Meat Packers' Association and its officials have been "under fire," and they have emerged from the experience unscathed and with the credit of having vindicated the organization of the Association and justified its existence and the manner of its conduct. The publication in the last issue of The National Provisioner of a full report of the evidence given before the Senate Committee by George L. McCarthy, as Secretary of the Association, has aroused interest and comment everywhere. Mr. McCarthy has been the recipient of scores of telegrams and letters complimenting him on the splendid showing he made for the Association and for the packing industry in general.

Owing to the length of the testimony, and the fact that its importance made it necessary to print it practically in full, it was possible last week to publish Mr. McCarthy's evidence only. In this issue The National Provisioner presents the report of the testimony given by James S. Agar, of Chicago, President of the Western Packing and Provision Company, and a former head of the American Meat Packers' Association.

Mr. Agar's Defense of Packer's Good Name.

As a practical packer and a so-called "independent," Mr. Agar's testimony was greatly desired by the Senate Committee. That they perhaps got more than they were looking for will be appreciated when Mr. Agar's statement is read. Mr. Agar's declaration as to what membership in the Association meant, and his defense of the honorable voca-

tion of an American packer, will rank as classics in the literature of the trade.

The feeling of every American packer with a heart in his work is expressed in the words of Mr. Agar's statement with reference to the persistent attitude of the public press in representing the packer as a law-breaker and his business as something reprehensible. Said Mr. Agar:

"As I have said, I am proud of the industry of which I am a member. I want my son to be a packer, and I want him to improve where I have left off. But if his business grows in volume there will be some criticism found with him. But why should there be? He is an American, a free, law-abiding American. Why should not he, if he does it honorably, be eulogized instead of being maligned and having slurs thrown at him, and (as he is going to school now) have them say, 'That fellow's father is a packer. Look out for the Beef trust,' and such things as that. It hurts a man's standing."

That Mr. Agar's declarations made an impression, even on the prejudiced judges before whom he appeared, was indicated by this very remarkable reply of Senator Smoot, who has been one of the most persistent members of the committee in his attempts to discover a combination among the packers. Said Senator Smoot to Mr. Agar:

Senator Justifies Trade Organizations.

"I think that your statement is a fair one. I honor any man on earth who honors his vocation in life; and do you know, if I belonged to the American Meat Packers' Association I would say, if it were true (and if I belonged to it I would want it to be true), that we were organized to protect ourselves in every way on earth, whether it be as to price, whether it be as to legislation, or as to any other question that affected our business. I think you have a perfect right to do it. I do not mean by combinations. I do not mean to combine in restraint of trade and in opposition to the law. But I do mean to say that an organization of this kind, in almost every other line of business that I know of, is organized for the purpose of discussing every question there is—and I do not know of a greater question that there is affecting any

business than the disposition and sale of its products."

Aside from his statements as to the Association, Mr. Agar was subjected to an extensive quizzing regarding livestock conditions and prices, and packinghouse methods and prices. That the trouble-seeking inquisitors got very small satisfaction out of their questioning is indicated by a perusal of Mr. Agar's testimony here reproduced. Ignorance of the fundamental conditions of the industry was again manifested in many of the questions put to him. Such Senators apparently had only the haziest idea of the situation, and it seemed difficult to clarify their clouded minds.

Independence among all packers in buying livestock and selling meats and products was insisted upon by Mr. Agar, and he also gave the committee some very valuable information concerning the effect of conditions in the by-product markets upon beef prices. Mr. Agar's testimony is reproduced as follows in its important parts, and is worthy of careful reading.

General Statement by Former President James S. Agar.

Senator Gallinger. Give your name, age, residence, and occupation.

Mr. Agar. I have a small statement that gives all that, if you will allow me to read it, Senator.

Senator Gallinger. Very well; read it.

Mr. Agar (reading):

My name is James Agar, and I am president of the Western Packing and Provision Company, of Chicago, Ill. I have been in the packing business all of my business life, amounting to about thirty years.

The company of which I am president kills cattle, hogs, sheep, and calves, and converts their products into dressed beef, pork, mutton, and veal, utilizing the by-products in the manufacture of different commodities. The company last year killed as follows: Cattle, 30,000; hogs, 285,000; sheep, 51,000; calves, 2,000.

The company has been in business for four years, and has shown a steady increase in its volume, with the exception of 1909, when the supply of hogs greatly diminished, on account of the heavy shipments in 1907-8, caused by the panic.

My experience in the packing industry has been very general, and I think that I am familiar with the conditions that have been mainly instrumental in creating the high prices of meat food products of all kinds. These high prices have no doubt been caused, to some extent, by general causes affecting the prices of all commodities, notably the visible gold supply; but all of the natural conditions affecting the production of live stock, and the slaughter and sale of the products of such live stock, have tended to cause steadily advancing prices, in addition to the causes affecting the advance in commodities generally. This advance reached the high record point March 14, of this year, of \$11.10 per hundredweight for live hogs; and on March 15 live lambs sold at \$10.20 per hundredweight, and live calves for \$10.50 per hundredweight; also, on March 16, live cattle reached the very highest price for practically all grades of cattle that I have known in my experience.

What These High Prices Mean.

These record prices confirm what I contend. They show there is a very small percentage of the normal supply of hogs, cattle, and sheep in the live stock raising communities, and I will try to enumerate below my ideas as to the different causes of the high cost of living, and will first refer to the financial panic which this country experienced two years ago, when, as we all know, the farmers and stock raisers were compelled, either through necessity or to satisfy their creditors, to ship all of their live

stock that could be converted into cash at that time; and the records show that the farms and ranges were very nearly depleted of all live stock. To make matters worse, grains were so high the next year that what few head of stock they had on hand to feed did not pay the farmer, and the consequence was that all producing live stock was also shipped. It has been two years since this happened, and it will, in my opinion, take three or four years more before conditions from a livestock standpoint will be normal.

Another point I wish to make is that, according to government statistics, in 1900 we had a population of 75,000,000 people and 62,000,000 hogs; in 1910 the same authority shows that we have, approximately, 95,000,000 people and 47,000,000 hogs; a big decrease in live hogs and a big increase in our population.

Without finding any fault with the Government's interpretation of the law in regard to the condemnation of animals and certain parts, I just want to illustrate here that it makes quite a difference in the production of edible products. From three-fourths to 1½ per cent of all hogs slaughtered are condemned; and, besides, a further condemnation of parts amounting to 1½ pounds per hog on all hogs slaughtered. This reduces the meat-food supply very materially.

The demand for live stock and the products thereof is steadily outstripping the supply, and the prices of live animals at the various packing centers have steadily advanced in consequence.

The conditions above enumerated are only some of the many causes which have tended to decrease the supply, while the demand has continued to increase with our rapidly increasing population. The increase in the price of meats and meat-food products to the consumer has not equalled the proportionate advance in the cost of live stock covering any recent period of years.

In this connection I will state that the consumer must look to the farmer for relief by increasing the raising and feeding of live stock, as the packers are neither raisers or feeders of live stock nor do they make purchases in the country, but buy their live stock requirements, or as large a percentage of them as possible, from day to day on the open market in direct competition with each other and also by the very strong competition of the feeder, shipper, and speculator.

It is difficult to tell where the advance will stop, and it is certain that no general relief may be expected until fundamental conditions are changed and until the farms and ranges of the West are again producing a supply of live stock sufficient to meet the demands of the people.

I thank you, gentlemen.

Senator Crawford. We shall want to ask you some questions.

Mr. Agar. Yes, sir.

Senator Crawford. Can we take your manuscript for the purpose of questioning you?

Mr. Agar. Yes, sir.

Senator Smoot. You belong to the National Packers' Association?

Mr. Agar. The American Meat Packers' Association.

Senator Smoot. Yes.

Mr. Agar. I have the honor, sir.

Senator Smoot. You were its president once?

Mr. Agar. Yes, sir.

Senator Smoot. What do you understand the association to be organized for—its object and purposes?

Mr. Agar. To establish an identity for the industry; to confer with Washington officials in their interpretation of the meat-inspection law, and social features. It is for the furtherance of our industry.

Senator Smoot. Have you ever belonged to the executive committee?

Mr. Agar. Yes, sir.

Senator Smoot. What do they do as members of the association?

Mr. Agar. They meet twice or three times a year, select the place for the annual convention, and discuss different things relating to the industry in regard to the bettering of that industry.

Back to the Price-Fixing Bugaboo.

Senator Smoot. Does that include the purchasing of stock and the disposition of stock and meats?

Mr. Agar. No, sir. It includes the best way of handling the product—perfecting the curing of meats, the smoking of meats, and the handling of meats.

Senator Smoot. Have you ever, at any time, in the sale of your products required a retailer to sign any contract as to prices?

Mr. Agar. I do not know just what you mean.

Senator Smoot. I mean have you compelled a retailer to sell at a certain price with the understanding that if he did not do so you would not sell to him.

Mr. Agar. I never thought of such a thing, sir.

Senator Smoot. Do you know any of the packers that do?

Mr. Agar. No, sir; I do not.

Senator Gallinger. Have you never heard, Mr. Agar, of western packers declining to sell to eastern retailers, provided they purchased cattle from the farms of the East? Have you never heard of an instance of that kind?

Mr. Agar. Never; except having seen it mentioned in the papers in connection with such investigations as this. That is as much as I ever heard of it, sir.

Senator Gallinger. You have not any personal knowledge of anything of that kind having occurred?

Mr. Agar. None whatever, sir.

Senator Smoot. Have you any personal knowledge of any member of the American Meat Packers' Association ever going into a community with the avowed purpose of destroying the business, or the men interested in the business, in that community?

Mr. Agar. No, sir; and the reason that I do not think it exists is because I am going into different communities all the time, and I find no such condition.

Senator Smoot. You have stated that the question of the prices at which meats are to be sold has never been discussed by your association?

Mr. Agar. Never to my knowledge.

Senator Smoot. I notice in the minutes there a speech in relation to the past method of cutting each other's throats. What did the speaker mean by that, if it was not a question of cutting their throats as to the prices at which the meats were sold?

Mr. Agar. I really can not tell you, Senator, unless it referred to trying to be as strong competitors for each other as possible.

Senator Smoot. Well, he stated in that same address that the organization of this association had brought about results that eliminated that. Now, has it brought about the result of eliminating competition as to prices?

Mr. Agar. It surely has not.

Senator Smoot. I notice in the president's address (and you heard me read it here) the statement that the Board of Trade of Chicago was a very useful and beneficial institution because of the fact that it fixed the prices at which they were to sell their product. Do you agree with that or not?

Mr. Agar. I do.

Senator Smoot. They fix the price?

Mr. Agar. It is advantageous at times to us packers.

Senator Johnston. How is that.

How Board of Trade Helped Packers.

Mr. Agar. The board of trade is very advantageous to us packers at times in this respect. We have to speculate a great deal as to what we are going to get for this product that we put in the curing process, and which is to be there for sixty and ninety days. They quote the market there or make the market there on this month or near this time when we expect our meats will become cured. If we see a profit in it we can sell that against the stuff that we have in the cellar, thereby getting out of the way of speculation. If we have sold it to be delivered in the month of July, we will have it coming out of our cellar. If we hold it in our cellar

without selling it to be delivered in the month of July, we would speculate on that stock going up or down. Do you get my idea clearly, Senator?

Senator Johnston. Yes; I think so.

Senator Smoot. Most of the work done by your association is done by its secretary, is it not? In fact, I may say, after reading these minutes, that the association really is a Mr. McCarthy, the secretary. Is not that so?

Mr. Agar. No, sir; far from it. It is composed of packers like myself, Senator, who are very proud of their vocation. We think we are honorable men. We try to be so, and to live according to the law; and I feel that we are doing so. We are all sons of packers. We have taken it up—I think about 80 or 90 per cent of the packers have taken it up—where our fathers left off, and we expect to improve on it. We hope that it will retain its respectability; but the prejudice of the press and of certain people who might be disgruntled or discharged employees, or the actions of some attorneys who might be looking for notoriety or something else, in bringing this arraignment of the packers at all times is hurting our industry, which is an industry that has developed this country as much as any other industry, we feel, that is in the country.

Senator Urges Packers to Protect Themselves.

Senator Smoot. Let me state this: There has seemed to me to be a disposition on the part of the witnesses we have had to shy immediately when the question of prices is mentioned. I think that your statement is a fair one. I honor any man on earth who honors his vocation in life; and do you know, if I belonged to the American Meat Packers' Association I would say, if it were true (and if I belonged to it I would want it to be true), that we were organized to protect ourselves in every way on earth, whether it be as to price, whether it be as to legislation, or as to any other question that affected our business. I think you have a perfect right to do it. I do not mean by combinations. I do not mean to combine in restraint of trade and in opposition to the law. But I do mean to say that an organization of this kind, in almost every other line of business that I know of, is organized for the purpose of discussing every question there is—and I do not know of a greater question than there is affecting any business than the disposition and sale of its products.

Mr. Agar. I was always led to believe, Senator, that we could not talk price. And as you will readily see, or as you know, the press excites the public, and the public thinks that the packers are responsible for these high prices, when such men as you folks who meet here to-day know that they have not any more to do with it than the man in the moon. Now, the big packers do not owe me anything. I do not owe them anything. As I have said, I am proud of the industry of which I am member. I want my son to be a packer, and I want him to improve where I have left off; but if his business grows in volume there will be some criticism found with him. But why should there be? He is an American, a free, law-abiding American. Why should not he, if he does it honorably, be eulogized instead of being maligned and having slurs thrown at him, and, as he is going to school now, have them say, "That fellow's father is a packer. Look out for the Beef Trust," and such things as that. It hurts a man standing, Senator.

Senator Smoot. I have no sympathy at all with it, as far as concerns any charge made against any man in this country who is doing an absolutely legitimate business; but what we wanted, or at least what I wanted, was for this American Meat Packers' Association in the simplest way possible, open, frank, and free, to make a statement through this committee to the American people as to just what you are doing, and the object for which the organization was effected. I want that statement to go to the American people. I am not

here for any purpose of creating a sentiment against the packers. But we do feel that we ought to know the truth.

Senator Gallinger. Mr. Agar, I suppose you will claim that the statement you first made, your opening statement, is an honest and frank statement.

Mr. Agar. I do, sir.

Senator Gallinger. I think, with all due deference to the Senator from Utah, that it ought not to be even hinted that the witness's statement is not an honest statement, or that any other witness has not given honest sworn testimony.

Senator Smoot. My statement was only made with reference to the witness's statement in relation to what the public thought.

Senator Crawford. I do not think either of these general statements cuts much figure here, because we simply want to get at the facts.

Still Looking for Trouble.

Senator Smoot. That is right.

Senator Crawford. The question of the general sentiment is not one that we are inquiring into here at all. Your individual business has not been assailed or anything of that kind.

Mr. Agar. But it hurts my business, Senator.

Senator Crawford. I understand; but here a legitimate inquiry is being made which is not confined to your business, but which is coextensive with the whole country, as to advances in prices, and we want to get the facts, and if the packers have in any way combined to put up these prices we want to know it. The general proposition as to the honorable character of the business is not in question, but we want to get the facts.

Senator Gallinger. On that point I will ask Mr. Agar specifically: Have you any knowledge of a combination of any kind between the packers for the purpose of making or maintaining prices?

Mr. Agar. So help me God, no, Senator.

Senator Gallinger. Are you in collusion or combination yourself with other packers for that purpose?

Mr. Agar. None whatever.

Senator Crawford. Now, in the statement you have submitted here you refer, as one of the causes of these high prices, to the condition of the farmer and stock raiser. That is, you say:

"As we all know, the farmers and stock raisers were compelled, either through necessity or to satisfy their creditors, to ship all of their livestock that could be converted into cash at that time—"

Meaning two years ago—

and the records show that the farms and ranges were nearly depleted of all live stock."

Now, I come from a State which is largely engaged in the raising and selling of stock, and I live right in the midst of the very farmers, or a large number of the very farmers, about whom you are talking here. The panic to which you refer of two years ago was undoubtedly a very severe burden throughout the East, and in different parts of the United States; but I must say that of all the people who suffered from it the farmers who were raising and selling cattle were the ones who felt it the least. In all that region in which I live I do not know of a case where a farmer or a stock raiser was compelled, as you say here, to close out his stock to satisfy his creditors. I do not know of a single case where an Iowa farmer, a Nebraska farmer, a Minnesota farmer, or a South Dakota farmer was driven to the wall in that panic, or that it affected his retaining, if he felt disposed to as a business proposition, all of the cattle he had on hand. So I would like to know on what you base this sweeping statement that one of the causes for the shortage to which you refer was that the farmers and stock raisers were compelled through necessity, or to satisfy their creditors, to ship all of their live stock that could be converted into cash?

Mr. Agar. You are aware, Senator, that the banks lend money on a great many of these cattle?

Senator Crawford. I am.

Skeptical Senator Cornered by Facts and Figures.

Mr. Agar. At that time the banks wanted them converted into cash. I have it from shippers that would ship into our Chicago market, in talking it over with them; and, as I stated there, in 1909 we only killed 285,000 hogs. In 1908 we killed 485,000 hogs.

Senator Johnston. What did you kill in 1907?

Mr. Agar. In 1907 we killed 268,000 or 270,000. We have increased every year we have been there, which is four years in this particular plant, with the exception of the year 1909.

Senator Crawford. What year was the panic?

Mr. Agar. The fall of 1907 and the beginning of 1908.

Senator Crawford. What was the number you killed in 1909?

Mr. Agar. In 1909 it was 285,000,

Senator Crawford. And in 1908?

Mr. Agar. Four hundred and eighty-five thousand.

Senator Crawford. And you attribute the large number in 1908 to the fact that the farmers were compelled to sell them?

Mr. Agar. Compelled to sell them. Both compelled, Senator, and to escape, or to try to get into the market before it dropped. They did not know how low the market might go. On account of the large receipts, Senator, at that time, we bought hogs there for \$3.85.

Senator Crawford. But you say here they were compelled to sell, either through necessity or to satisfy their creditors. You do business out through Illinois, Iowa, and the West, do you not?

Mr. Agar. No, sir; I do business in Chicago.

Senator Crawford. But you come in contact with those farmers out there?

Mr. Agar. With the shippers; yes, sir.

Senator Crawford. Can you name one single large farmer in the West who went to the wall and had to sell his stock as the result of the panic of 1907?

Mr. Agar. I did not say he went to the wall, Senator.

Senator Crawford. Or who was compelled by his creditors to sell his stock?

Mr. Agar. I can not right offhand, but I can find you the names in three or four days from now.

Senator Crawford. I would like to get the name of a single one in my State—

Mr. Agar. We had many.

Senator Crawford. (continuing). Who was compelled by his creditors, in order to meet his obligations at the bank, to sell his stock. Although we suffered elsewhere in the panic we felt the panic less in the farming communities of the West than in any other section of the United States. In my State we did not know there was a panic, except that the eastern people wanted to draw our money out of the bank. It had no effect on our business nor on our farmers.

Mr. Agar. You did not notice the scarcity of money or currency?

Senator Crawford. They wanted to take it out of our banks. They wanted to pull it down to St. Paul and Sioux City and Chicago; but I do not know of a farmer who was compelled by his creditors to sell his cattle or his hogs.

Mr. Agar. I can find quite a number of them for you.

Senator Crawford. If you will do so, please send me the name of one farmer in my State. I want to get acquainted with him.

Mr. Agar. All right, sir.

Senator Crawford. Because you give that as one of the causes. Where did you get your figures about the number of hogs in the country in 1900? You state there were 62,000,000.

Mr. Agar. They are all in my valise at the hotel.

Senator Crawford. Will you produce that before you leave here?

Mr. Agar. Yes, sir.

Senator Crawford. You say it went from 62,000,000 in 1900 down to 47,000,000 in 1910?

Mr. Agar. 1909; yes, sir.

How Prices of Livestock Varied.

(After recess Mr. Agar produced statistics asked for, quoting from the Drovers' Journal year book and government reports.)

Mr. Agar (reading): The following table shows the number of cattle (including milch cows), hogs (including pigs), and sheep in the United States on January 1 of the under-mentioned years, as furnished by the Agricultural Department.

I can either read the figures off or submit the book to you.

Senator Crawford. Just read them. It will not take you long, will it?

Mr. Agar. No, sir; I guess not. How far back shall I go, Senator?

Senator Crawford. 1896.

Mr. Agar. In 1896 the average prices for live stock, native cattle—

Senator Johnston. What do you mean by "native cattle"? You do not get any that are foreign born, do you?

Mr. Agar. Range cattle, sir. The branded cattle come under a different head.

Senator Crawford. Go ahead.

Mr. Agar. In 1896 the price ranged from \$3.90 per hundredweight to \$4.40.

Senator Crawford. For what class?

Mr. Agar. For the native cattle—all the way from 900 pounds to 1900 pounds, sir.

Senator Crawford. These are cattle weighing from 900 to 1,900 pounds that you are giving the figures in regard to?

Mr. Agar. Yes, sir.

Senator Crawford. Very well.

Mr. Agar. In 1897 the price ranged from \$4.10 to \$4.95. In 1898, from \$4.30 to \$5.05. In 1899, from \$4.70 to \$5.75. In 1900, from \$4.70 to \$5.55. In 1901, from \$4.50 to \$5.95. In 1902, from \$5.05 to \$7.25. In 1903, from \$4.15 to \$5.20. In 1904, from \$4.10 to \$5.70. In 1905, from \$4.15 to \$5.85. In 1906, from \$4.55 to \$6.20. In 1907, from \$4.55 to \$6.50. In 1908, from \$5.25 to \$6.95. In 1909, from \$5.40 to \$7.30.

Senator Crawford. Give the next item called for.

Mr. Agar. Calves: We had an average in 1903 of \$6.20 for native calves; in 1904, \$5.60; in 1905, \$5.75; in 1906, \$6.25; in 1907, \$6.40; in 1908, \$6.50; in 1909, \$7.10.

Senator Crawford. That has been a gradual increase during that period?

Mr. Agar. Yes, sir.

Senator Johnston. A very small one.

Senator Crawford. A slight increase.

Mr. Agar. If you will excuse me, gentlemen, this year—the other day—calves struck \$10.50, the highest on record.

Senator Crawford. We will take that up after we get these figures in.

Mr. Agar. All right, sir. Now I come to hogs. This is the best that comes on the market. These are the top hogs. In 1897, \$3.20 to \$4.50; in 1898, \$3.10 to \$4.70; in 1899, \$3.40 to \$5; in 1900, from \$4.05 to \$5.82; in 1901, from \$4.85 to \$7.30; in 1902, \$5.65 to \$8.20; in 1903, \$3.90 to \$7.80; in 1904, \$4.15 to \$6.37; in 1905, \$4.25 to \$6.42; in 1906, \$4.95 to \$7.10; in 1907, \$3.75 to \$7.22; in 1908, \$4. to \$7.50; in 1909, \$5.50 to \$8.70.

Senator Crawford. In 1906 and 1907 and 1908 the price tended down instead of up, did it not, slightly?

Mr. Agar. Right there; yes, sir.

Senator Crawford. In 1907 it went down?

Mr. Agar. Yes, sir; and the first part of 1908.

Senator Crawford. In 1908 it was lower than it was in 1906?

Mr. Agar. Yes, sir.

Senator Crawford. And lower than in 1905?

Mr. Agar. Yes, sir.

Senator Crawford. In 1908 it was lower than it was in 1905?

Mr. Agar. Yes, sir.

Senator Smoot. In 1910 it has hit the roof?

Mr. Agar. It has; yes, sir.

Senator Crawford. That is an abnormal condition. Now take wethers, mutton, sheep.

Mr. Agar. Would you like this information, Senator?—In the early seventies, hogs sold on the open market at \$10, and in 1865 went as high as \$13.25.

Senator Crawford. Of course that is a good way back.

Mr. Agar. In 1898, native sheep sold from \$2.50 to \$5.25; in 1899, from \$1.75 to \$5.05; in 1900, from \$2 to \$6.50; in 1901, from \$1.40 to \$5.25; in 1902, from \$1.25 to \$6.50; in 1903, from \$1.25 to \$7; in 1904, from \$1.50 to \$6; in 1905, from \$2.75 to \$4.50; in 1906, from \$3 to \$6.50; in 1907, from \$2 to \$7; in 1908, from \$1.50 to \$7; in 1909, from \$2 to \$6.90.

Senator Crawford. Those figures are tabulated from the records of sales in the Union Stockyards in Chicago, are they?

Mr. Agar. Yes, sir; in carload lots.

Senator Crawford. In carload lots, as they come in there from the western farms?

Mr. Agar. Yes, sir.

(Mr. Agar then read the government figures showing the number of livestock in the country.)

Mr. Agar. In 1901, 67,000,000 cattle. In 1902, 61,000,000 cattle. In 1903, 61,000,000 cattle. In 1904, 61,000,000 cattle. In 1905, 61,000,000 cattle. In 1906, 66,000,000 cattle. In 1907, 72,000,000 cattle. In 1908, 71,000,000 cattle. In 1909, 71,000,000 cattle. In 1910, 69,000,000 cattle.

Senator Smoot. That would be on the first day of the year.

Mr. Agar. That is as far as the cattle are concerned, gentlemen.

Senator Crawford. All right.

Mr. Agar. Now as to hogs. I will just state here, Senator, that in 1889, according to the government report, we had 50,000,000 hogs. In 1889 we had 50,000,000 hogs. In 1895 we had 44,000,000 hogs.

Senator Crawford. I should like it from year to year from that point on. We want to press this question pretty closely.

Mr. Agar. Yes, sir. In 1896, 42,000,000 hogs. In 1897, 40,000,000 hogs. In 1898, 39,000,000 hogs. In 1899, 38,000,000 hogs. In 1900, 45,000,000 hogs. (This is to support my statement this morning Senator.) In 1901, 62,000,000 hogs. In 1902, 48,000,000 hogs. In 1903, 46,000,000 hogs. In 1904, 47,000,000 hogs. In 1905, 47,000,000 hogs. In 1906, 52,000,000 hogs. In 1907, 54,000,000 hogs. In 1908, 56,000,000 hogs. In 1909, 54,000,000 hogs. And in 1910, 47,000,000 hogs.

Senator Crawford. You took the lowest figure there when you went back for your comparisons.

Mr. Agar. No; I beg your pardon. I took the highest figures, Senator.

Senator Crawford. Give the next item now.

Mr. Agar. Sheep: In 1901 there were 61,000,000 sheep; in 1902, 62,000,000 sheep; in 1903, 63,000,000 sheep; in 1904, 51,000,000 sheep; in 1905, 45,000,000 sheep; in 1906, 50,000,000 sheep; in 1907, 53,000,000 sheep; in 1908, 54,000,000 sheep; in 1909, 56,000,000 sheep; in 1910, 57,000,000 sheep.

Senator Johnston. There has been a steady increase?

Mr. Agar. For the last five years; yes, Senator.

Senator Johnston. Since 1904?

Mr. Agar. Since 1904; yes, sir.

Senator Crawford. That gives the numbers of all the animals concerning which you gave the price.

Senator Gallinger. Just on that point, Senator, if you will excuse me, Mr. Agar gave us this morning as a reason for the great increase in the price of pork the fact hogs had declined in numbers.

Mr. Agar. Yes.

Senator Gallinger. Here is an increase year by year in sheep, and yet mutton has gone up in price almost correspondingly with pork, has it not?

Mr. Agar. Yes, sir; mutton touched the high spot the other day. But I attribute that to the shortage of other food products, Senator. The people have got to have something to eat.

Reason for High Prices of Mutton.

Senator Smoot. There is another thing: There is twice as much mutton purchased and eaten to-day by the American people as there was five or six years ago.

Senator Crawford. I should think there would be, when pork is so high. They go to eating mutton and bull neck.

Mr. Agar. They have to eat something.

Senator Crawford. What about your prices

of meat products? We want the prices of beef and mutton and pork.

Mr. Agar. I can give you the information as to pork off-hand here. How far back shall I go, gentlemen?

Senator Crawford. Ten years.

Mr. Agar. In the year 1900—

Senator Crawford. Let us find out, first, what it is. How do you designate it? How do you classify it?

Mr. Agar. Mess pork—sides. In January, 1900, the price was \$10.35.

Senator Johnston. Can you not give the average for the year there?

Mr. Agar. No, Senator; only that it went from \$10.35 to \$16 in that one year.

Senator Crawford. Per barrel?

Mr. Agar. Yes, sir.

Senator Smoot. Per barrel of how many pounds?

Mr. Agar. Two hundred pounds, sir.

Senator Crawford. All right; go ahead.

Mr. Agar. In 1901, from \$12.60 to \$16.80; in 1902, from \$15 to \$18.70; in 1903, from \$10.87 to \$18.37; in 1904, from \$10.60 to \$16.50; in 1905, from \$11.70 to \$16.50; in 1906, from \$13.45 to \$20; in 1907, from \$11 to \$17.75; in 1908, from \$10.75 to \$16.60; in 1909, from \$16.25 to \$25.20.

Senator Crawford. How do you explain such a remarkable increase between 1908 and 1909—\$6 a barrel on the lowest, and \$9 a barrel on the highest?

Senator Smoot. There is still another increase this year, too.

Mr. Agar. Yes, sir.

Senator Crawford. But how do you explain this difference just in one year? Would a falling off in numbers explain such a remarkable jump as that?

Mr. Agar. Yes, sir.

Senator Johnston. That difference does not show in the price of hogs.

Mr. Agar. Oh, yes, Senator; it shows there. What was the highest price of hogs in 1909, Senator?

Senator Johnston. Eight dollars and seventy cents; it ranged from \$5.50 to \$8.70.

Mr. Agar. I think I can figure that for you, gentlemen, if you will allow me to do it.

Senator Crawford. Eight dollars a hundred would be \$16 for 200.

Mr. Agar. That is live weight, you know, Senator.

Senator Smoot. That would be \$17.40, live weight.

Senator Crawford. And in barreled pork it was \$25.

Senator Johnston. Go on; we can cross-examine him on those things.

Senator Crawford. That is mess pork?

Mr. Agar. Yes, sir.

Senator Crawford. What other product have you?

How Lard Values Went Up.

Mr. Agar. Lard—one of the principal parts of the hog. I will start with 1900. (These figures are cents per pound, gentlemen.) From 5.65 cents to 7.40 cents; 1901, from 6.90 cents to 10.25 cents; 1902, from 9.07 cents to 11.60 cents; 1903, from 6.20 cents to 11 cents; 1904, from 6.15 cents to 7.92 cents; 1905, from 6.55 cents to 8.10 cents; 1906, from 7.32 cents to 9.85 cents; 1907, from 7.50 cents to 9.97 cents; 1908, from 6.97 cents to 10.45 cents; 1909, from 9.40 cents to 13.90 cents.

Senator Gallinger. It seems that the highest price there is about 9.90 cents a pound; is it not?

Mr. Agar. 13.90 cents.

Senator Gallinger. We pay, I think, about 25 cents for that at retail; do we not?

Mr. Agar. I really do not know. I do not buy at retail, Senator. This is the wholesale rate. To make it clear, if you will allow me to explain: This is what I can get as a wholesaler or a packer for 250 tierces of lard. If you are a retailer, and come to my place and want 10 tierces of lard, I will add onto that probably a quarter of a cent a pound or three-eighths of a cent a pound, on account of the smaller proportion of business.

Senator Crawford. Then this is the price that you make to wholesalers? Wholesalers who buy from you as a packer pay you the prices you have given here?

Mr. Agar. If they took the 250 tierces in a wholesale way; yes, sir.

Senator Crawford. Yes. If you break it, you charge them more?

Mr. Agar. If we break it, we add an eighth or a quarter or three-eighths of a cent per pound for broken lots.

Senator Crawford. Does that also apply to the sale of barreled pork?

Mr. Agar. It would; yes, sir.

Senator Crawford. And to the sale of beef and packing-house products generally?

Mr. Agar. Packinghouse products generally and beef, in this way: A man that would buy a carload of beef would get it cheaper than one that would buy one carcass.

Senator Crawford. Would the prices you have given here apply, for instance, to carload lots?

Mr. Agar. Yes, sir.

Senator Crawford. The prices that you promised to furnish us as to beef will be the prices that the packer would charge for carload lots?

Mr. Agar. Or any way you want it, Senator—both ways; for carload lots or per carcass.

Senator Crawford. Suppose a local butcher out at Rochelle or Sterling should want to buy meat products from you for his customers, and should send an order in to Chicago, or your traveling man should call on him and he should give him an order for some of your products—say pork or beef or mutton. Would the prices you have given us be the prices that you would charge that dealer out there?

Mr. Agar. No, sir; I would have to charge him for the expense of selling, and the freight, and consider the amount he would take.

Senator Crawford. You have a price that you charge in Chicago for large quantities taken direct from your establishment?

Mr. Agar. Yes, sir.

Senator Crawford. And you have another price in which you add to that the freight, and the expense of your traveling man, and commissions, and that sort of thing, where you are sending out your product to customers in the country and in the smaller towns?

Mr. Agar. We do, sir.

Senator Crawford. And you have still another price if the quantity purchased is less than 250 tierces of lard, or less than carload lots of barreled pork and packinghouse products generally?

Mr. Agar. Yes, sir.

Senator Crawford. So that the prices you give us here are the prices you charge for the larger quantities?

Mr. Agar. Yes, sir.

Senator Smoot. What do you sell salt pork for today?

Mr. Agar. It depends on the average, Mr. Smoot. We have what we call the 8 to 10 pound belly, or bacon belly, that we get 16½ cents per pound for in carload lots. If a retailer comes to us and wants ten or fifteen or twenty pieces, we will ask him 17 cents a pound. We figure that on account of the difference in cost of handling a carload and the cost of handling it in small amounts we have to add to the cost of the small amounts.

Senator Smoot. Do you sell lard at a higher price than you do salt pork?

Mr. Agar. Salt pork is bringing more now than lard.

Senator Smoot. It is?

Mr. Agar. Yes, sir; and hams are bringing more than lard.

Senator Smoot. Why is that?

Mr. Agar. On account of the supply of stocks on hand and the demand for this particular article. Just now, at this time of the year, our demand for salt pork or bacon is always at its best. A month or two later the demand for hams will be at its best.

Competition in the Buying of Livestock.

Senator Crawford. Does each packer pay for his own buyer, in the yards at Chicago, to buy hogs and cattle?

Mr. Agar. Yes, sir.

Senator Crawford. Does not one buyer purchase for more than one packing establishment?

Mr. Agar. No, sir.

Senator Crawford. Do you mean to say that there is competition between the buyers in the yards when the shipments of cattle come in from the country?

Mr. Agar. There are more buyers?

Senator Crawford. I say, is there competition between the buyers as to whether Swift, or Armour, or Cudahy, or your firm shall pay the more?

Mr. Agar. Yes, sir. The competition is very keen.

Senator Crawford. If the farmer from Dakota comes into the Chicago yards with a carload of cattle or a dozen carloads of cattle, and they are put in the yards there, and the buyers come around to take them, do they not have an understanding as to about what they are going to bid and what they want to bid above that?

Mr. Agar. None whatever.

Senator Crawford. None whatever?

Mr. Agar. No, sir.

Senator Crawford. There are no steps taken among these packers each morning or each week before they buy out of the yards there and no agreement arrived at among them as to what they are going to pay that day?

Mr. Agar. I have never heard of any such agreement.

Senator Crawford. How many packers have you in Chicago?

Mr. Agar. It will take me some time to count them, sir. Let me see.

Senator Crawford. I think there are only 21 in this list.

Mr. Agar. Something like that; yes, sir. I would say about 20.

Senator Crawford. How many cattle do those 21 packers in Chicago slaughter in a year?

Mr. Agar. I think the book will tell us the number of cattle slaughtered in Chicago, Senator.

Senator Crawford. Can you not approximate it? Give us an estimate in round numbers. I call your attention to this document, Senate Document 428, showing the official establishments, the total number of cattle killed, and the total receipts of all the establishments, and I ask you to look at it and see if the figures there are, in your judgment, about correct, for Chicago, Ill.

Mr. Agar. Two hundred and seventy-five thousand cattle. I should imagine that is about right. That is No. 1.

Senator Crawford. What proportion of those go to what are known as the Big Four? Do you think 90 per cent of them would?

Mr. Agar. Eighty per cent., I should judge, Senator.

Senator Crawford. Do you export any?

Mr. Agar. No, sir.

Senator Crawford. Do you know the prices at which American beef products, packinghouse products, are sold abroad, as compared with what they are sold for at home?

Mr. Agar. Only from reading the reports, Senator.

Senator Smoot. What do the reports show?

Mr. Agar. That live stock is a great deal higher there than here; that our live stock is from 1 cent to 2½ cents lower than in England, Ireland, Denmark, and Germany. I think the only country there that raises hogs to any extent is Servia, and there the price is about the same as our price now.

Senator Smoot. How about the American cattle? Is the American cattle price any less in the foreign countries than the American cattle price is in America?

Senator Johnston. Do you know anything about that?

Mr. Agar. No, sir.

Big Packers Do Not Dictate Prices.

Senator Crawford. Do you know that American packing-house products are selling for less abroad than they are selling for at home? Have you any personal knowledge on that?

Mr. Agar. No, sir; only what I read.

Senator Crawford. When you go into the stock yards at Chicago to buy for your packing house, which is comparatively small, do you mean to say that you go there and compete without any understanding at all with

these big packers as to what you are going to pay?

Mr. Agar. I certainly do.

Senator Crawford. And that when you go out on the market to sell your products, your lard and your barreled pork, etc., you are absolutely independent so far as the prices you ask from the trade for what you are selling is concerned?

Mr. Agar. Yes, sir.

Senator Clarke. But does it not always happen that you pay the same price they do for cattle, and that you happen to sell your product for the same price that they are selling theirs for?

Mr. Agar. No, sir.

Senator Clarke. You are not concerned about that? You are not concerned about what they pay or what they get for theirs?

Mr. Agar. No, sir.

Senator Clarke. That is a matter of indifference in your business, is it?

Mr. Agar. We try to buy as cheaply as we possibly can.

Senator Clarke. But you always happen to pay the same price they pay?

Mr. Agar. No; we pay less at times, and we pay more at times.

Senator Crawford. You do not mean to say that these large plants that control 80 per cent. of what is purchased in the yards and of what is put out on the markets do not practically dictate the price they pay for the cattle, and the price which you are compelled to take for the products you sell?

How Cattle Are Bought by Packers.

Mr. Agar. I do not see how they dictate the price, Senator. We all get out there on our horses and go around. We will bid on a load of cattle, and back of us the commission man will say "No, sir; I will not sell them for that." We say "Well, we will leave this bid with you." Another packer comes up and makes him an offer. He says "I have been offered so much for these." "I do not think they are worth it," or "I will give you 5 more;" and he has to pay 5 more to get it than I had bid, or I would get the cattle at my bid.

Senator Smoot. He may want them more than you wanted them?

Mr. Agar. Yes; he may want them more than I wanted them. I was going to say that I ship cattle to Boston and New York. We kill what we call the Boston cow—a heavy, fat cow. When the market is right I just get in and buy them when I can see a profit in them; and we are shipping them every week. Some days we buy more than we do on other days. The hog proposition, gentlemen, at the present time, is a losing proposition. We have packers there in the yards who have stopped killing them. We are not receiving enough hogs there for one house to kill.

Senator Smoot. Are these high prices bringing in all classes of hogs? Do they rush them to the market?

Mr. Agar. We figure that they do now, Senator, with the exception that we have noticed this last month or two that most of our receipts are barrow hogs. In other words, we think they are keeping back any brood sows they might have. I find out today that we have in Chicago 12,000 hogs. Armour could kill all those and more, too, in the one day. There are 20 of us packers around there, and we have got to get in and buy these hogs. If we made \$1 a head on the hogs it would be a losing proposition. It would not pay our expenses. They look for 7,000 tomorrow. It is not anything, gentlemen. They are 10 to 20 cents a hundred higher today than they were yesterday, according to the report I get over the wire.

Senator Johnston. You stated, Mr. Agar, that the receipts of 1907 were very large because the farmers were pressed for their debts, and had to sell their hogs and cattle.

Mr. Agar. 1907 and part of 1908; yes, sir.

Senator Johnston. This book here that you have furnished shows that the receipts of cattle at Chicago in 1906 were 3,329,000; in 1907, 3,305,000; and in 1908, 3,039,000.

Mr. Agar. Yes.

Senator Johnston. This is what this table shows.

Mr. Agar. Yes, sir.

Senator Johnston. Then you are mistaken about it, so far as the receipts of cattle are concerned. Now, I will take the hogs. In 1905, 7,725,000 hogs were received, according to these figures. In 1906, 7,275,000; in 1907, 7,201,000—less than two years previously; and in 1908, 8,131,000.

Mr. Agar. Yes, sir.

Senator Johnston. In 1909, 6,600,000?

Mr. Agar. Yes, sir; quite a difference.

Senator Johnston. So that it did not fall off in 1907?

Mr. Agar. No, sir. The latter part of 1907, October, November and December of 1907, we received a great many hogs.

Senator Johnston. Then take sheep here. Four million eight hundred thousand were received in 1903, 4,200,000 in 1907, and 4,351,000 in 1908. So you are mistaken about half a million on sheep are you not?

Mr. Agar. Not half a million, Senator.

Senator Johnston. Yes; 4,800,000 and 4,351,000. That is nearly half a million—450,000. You were mistaken about your statements as made in your paper with reference to those two items?

Mr. Agar. I have not said anything about cattle or sheep in the paper, have I, Senator? Senator Crawford. Hogs have decreased in number?

Mr. Agar. Just see the percentage. In 1908 we had 27,826,000 hogs and in 1909 22,820,000 hogs. That is 5,000,000 less in these two years. What percentage is that?

Senator Gallinger. What is the total?

Mr. Agar. 27,826,000 and 22,820,000.

Senator Gallinger. About 25 per cent.

Mr. Agar. About 25 or 30 per cent. less hogs, Senator.

Senator Smoot. Right in this connection, let me ask you a question. I have noticed a report somewhere to the effect that the average weight of cattle delivered to the Chicago market is about 200 pounds less than 10 years ago. What do you say about that?

Mr. Agar. I would not like to say, Senator, right offhand.

Senator Smoot. Do you think the average weight is less than it was ten years ago?

Mr. Agar. Yes, sir; I think so.

Senator Smoot. Do you think the average weight of a hog is less today than it was—

Mr. Agar. Three or four or ten years ago?

Senator Smoot. Yes.

Mr. Agar. Yes, sir.

Senator Crawford. Why is it that there was such a variation as this in hogs in these seven leading cities. The receipts in 1907 were 19,544,000 and then they jumped up in 1908 to 22,863,000, and then fell back the very next year, 1909, to 18,834,000.

Farms Were Bare of All Hogs.

Mr. Agar. That substantiates what I say, that the farms were practically depleted of their brood sows and hogs.

Senator Crawford. Why was it done with hogs? It was not done with cattle or with sheep. How did it come about that they in 1908, sold so many hogs? Was the price higher?

Mr. Agar. Does it show in our statistics, Senator, that we had more cattle or less in those years?

Senator Crawford. I gave the figures a little while ago. In this year when they sold so many hogs they sold less calves; and the number increased the next year. And the year when they sold so many hogs they sold less cattle, and the number was increased the next year. Why there was this exception in hogs is something that I do not understand. It does not seem to me that the explanation is quite satisfactory, when it does not apply to sheep and calves and cattle.

Mr. Agar. Senator, in 1906 we had 66,000,000 cattle and in 1907 we had 72,000,000 cattle, according to the United States report—the Agricultural Report.

Senator Crawford. Yes.

Mr. Agar. So that the increase in the cattle would show an increase in what was being shipped in, would it not?

Senator Crawford. How do you account for farm?

Mr. Agar. Just as my statement said, Senator—that in the fall of 1907 and the winter of 1908 we had large receipts, the largest in the history of the Union Stock Yards at Chicago.

Senator Crawford. It was not because the farmers were poor and were forced to sell. They did not sell their cattle. They did not sell their calves. They did not sell their sheep.

Mr. Agar. What would you call it, Senator, if hogs were 6½c. and there was a financial panic coming on, and you shipped those hogs in and took 4 cents a pound for them, or 3.85, or 3½c. on your farms? And still they shipped them.

Senator Johnston. But you observe here that in 1905 the receipts were 7,725,000 hogs; in 1906, 7,275,000; and in 1907, 7,201,000—a falling off from 1905. And in 1908 they went up just about enough to recover the losses they had previously made.

Mr. Agar. To support my contention there, Senator, let us see what hogs were received in these markets in October, November, and December of 1907 and January, February, and March of 1908.

Senator Johnston. Well, do that.

Mr. Agar. In October, November and December of 1907 and January, February and March of 1908, in Chicago, we received 4,418,000 hogs. In 1906, October, November, and December, and in 1907, January, February and March, we received 3,789,000 hogs.

Senator Johnston. That is not much difference.

Mr. Agar. But it substantiates my statement.

Senator Johnston. Now, the price of hogs was \$5.85 in 1901 and mess pork \$12.60 to \$16.85, and in 1908 it was \$5.70 for hogs, and the price of mess pork was \$10.75 to \$18.50. There was only \$2 a hundred increase or less than \$2 dollars a hundred. In 1909 there was an increase of \$9 a barrel—the maximum price in 1909.

Mr. Agar. There is an increase of 2 cents a hundred on the live hog, Senator.

Senator Johnston. Yes.

Mr. Agar. That is an increase in the live price approximately 33 per cent., is it not?

Senator Johnston. They did not advance quite 30 per cent. Why did the price of the products advance more than the price of the hog?

Shortage of Supplies Affected Prices.

Mr. Agar. According to these figures it did advance about 10 per cent. more, Senator, but the only reason that I can give for that would be that the parties that would be making this pork would say "That is worth so much more," or "I see a shortage of hogs coming on here. I will not sell it unless I get such and such a price for it."

Senator Johnston. Then the packers took advantage of the shortness of the crop, or rather of the shortness of their purchases?

Mr. Agar. The shortness of their supplies, Senator. We only killed 60 per cent. of our usual kill, or of our kill of the year before. In 1909 we killed 285,000, and in 1908 we killed 485,000.

Senator Johnston. And that accounts for this difference? You see there is the difference between \$5.85 in 1901 and \$7.25 in 1909. That is about 25 per cent. No; it is not that much—about 22 per cent. Yet your advance in the maximum price was \$8.50.

Mr. Agar. Yes, sir. Now, Senator, if you please in September of the year 1909, five hogs—

Senator Johnston. There is 50 per cent. advance in the product of the hog. There is an advance of 22 per cent. in the hog, and yet there is an advance of 50 per cent. in the product.

Mr. Agar. In September the hogs cost us \$8.20, in 1909. That was in September.

Senator Johnston. Yes; I understand. You can take the highest price of the hog; but you have the average for the whole year, and we took the average for the whole year before. In 1901.

Mr. Agar. Yes, sir.

Senator Johnston. Yet your mess pork ran from 16 to 25?

Mr. Agar. An increase of 50 per cent.

Senator Johnston. Over 50 per cent.; while the increase in the hog was 22 per cent.

Mr. Agar. Yes, sir. Well, now, take these figures, Senator. Pork today is selling for \$25 or \$25.50 a barrel, and we are paying 11 cents for live hogs.

Senator Johnston. Then it is not the price of the hogs that regulates it.

Mr. Agar. Ordinarily it is; yes, sir; but not just at this time.

Senator Johnston. It does not seem so, from the figures you have given us of 1901, 1905, 1908, and 1909, or even of the present year, because you have not increased your selling price, although you pay more for the hogs, according to your testimony.

Methods in the Pork Trade.

Mr. Agar. Excuse me. I think I can explain that to you. We cut hogs today at a loss, but we have to cut them to sell our fresh meat trade.

Senator Johnston. What do you mean? Beef?

Mr. Agar. Pork loins—the fresh pork cuts, Senator. We have a trade that we have to supply, who salt the ham and bacon part of the hog.

Senator Johnston. Mess pork?

Mr. Agar. Mess pork. We do not want to sell that on today's prices. If we did we would lose money on it. We figure that we will get more for it when December comes along. A month or so from now is the ham and bacon season, Senator. That is the way I figure it from a packer's standpoint—that I want more for hams in June and July than I can get now.

Senator Johnston. Where do you sell your product?

Mr. Agar. I sell it in Chicago, Boston, New York, and Buffalo. I sell my pork product anywhere and everywhere. In the cities that I have enumerated I sell my beef.

Senator Johnston. Why do you not go into other parts with your beef?

Mr. Agar. I have not the capacity, in the first place, or the capital, to do any more than I am doing.

Senator Johnston. There is no division of territory between the packers, is there?

Mr. Agar. Not a particle, sir. I never found it so.

Senator Johnston. And you make the price, you say, for this live stock. You just go there and make bids on it, and whoever bids the highest gets it?

Mr. Agar. It is competition in the market; yes, sir—in the open market.

Senator Johnston. The open market?

Mr. Agar. Yes, sir.

Senator Johnston. And in the same way, when you sell you have no conference or understanding at all?

Mr. Agar. No; not a particle, sir.

Senator Johnston. But you find out what your neighbors or your competitors are doing simply by the information you get on the streets and from the newspapers, do you?

Mr. Agar. Yes, sir; or the man that is selling the goods.

Senator Johnston. How do you account, then, for the fact that the evidence we have taken here shows that the prices hardly vary a quarter of a cent anywhere among the different packing houses—the principal packing houses?

Mr. Agar. Well, the only way I can explain that, Senator, is that the board of trade makes this price for this product.

Senator Johnston. They do not make the price on fresh beef, do they?

Mr. Agar. They do on barreled beef. I will not say on beef. I was speaking of hog products, when I was speaking.

Senator Johnston. Yes; I understand; but beef is—

Mr. Agar. It is a very uncertain thing, Senator, to know how to figure on beef. I have killed cattle, and I have the hides now from November, December, January, February and March, and I can not get a bid on them.

Senator Johnston. I thought that hides were very high now.

Mr. Agar. There has not been any market at all, Senator.

How By-Product Conditions Affect Beef Prices.

Senator Johnston. And you just have to hold them?

Mr. Agar. We just have to hold them; and it is quite a burden on me, as a packer, to hold them. If I had to take what they call the nominal market today for the hides that I put down in November, December and January I would lose money on every pound of beef I sell, the profit being only about a quarter of a cent a pound, which will show you, or convince you, of how careful we have to be in figuring the cost of our beef. Anything that hurts the price of the by-product, such as the hides, fertilizers, oleo oil and stearine, affects the cost of the beef. And by the way, the government is now allowing stearine that has not been inspected to come into this market, and it is put into compound lard and shipped interstate; and that is the reason I made the talk to you this morning to the effect that we, as an industry, ought to have the protection of you people instead of this constant agitation.

Senator Johnston. You mean there is no tariff on that?

Mr. Agar. I do not know about the tariff Senator. I am saying that it is allowed to come in and to be mixed with different products, and made into compound lard, and is shipped interstate, and is not government inspected.

Senator Clarke. I suppose you know that the tariff was put on it because the charge was made, and not controverted, that the packers had formed a combine and were asking unusual prices for it, and were, to that extent, controlling the uses of cottonseed oil as one of the food products of the country.

Mr. Agar. I did not know that Senator, but as a result of that three or four weeks ago, or possibly five weeks ago, we could not get anything for our stearine, and could not get a bid on it. Now the oleo oil we cannot get a bid on. The stearine has improved very materially in price since that time, but every time a thing of that kind occurs it makes us add something onto the beef. We have got to get it some way or other, Senator.

Senator Clarke. What is your official number?

Mr. Agar. Two hundred and thirty-five, Senator.

Senator Clarke. Is there any danger to your business by having that known, that you know anything of?

Mr. Agar. Not that I know of. We have it stamped on every piece of meat that goes out.

Senator Crawford. You speak about the number of hogs being less. You base that statement largely on the receipts as you get them in the Chicago yards, do you not?

Mr. Agar. No, sir; we get it every morning from eleven different points.

Senator Crawford. In this same government publication to which I called your attention a while ago, the receipts of cattle were less in 1909 than in 1908. In 1908 the receipts were 3,039,000, and in 1909 only 2,929,000. But in Kansas City they were greater for 1909 than for 1908. They were greater in Omaha. They were greater in Cleveland, in St. Louis, in St. Joseph, in St. Paul, in Sioux City, in Cincinnati, in Denver, and in Indianapolis; and in fact, in every other city in this government publication the receipts of cattle in 1909 were greater than in 1908. Yet the price appears to have gone up. How do you explain that? They were less in Chicago, I admit, but in all these other towns they were greater.

Mr. Agar. The record will bear me out, Senator, as to what I said in regard to that—that the government figures showed about 49,000,000 cattle, as I remember, in 1908, and a slight decrease in 1909—47,000,000 or 48,000,000.

Senator Crawford. These are the government figures?

Mr. Agar. Yes; and I dwelt on the increase in population.

Senator Crawford. But there is an increase in the cattle in these other cities. There is an increase in sheep. There is an increase in everything except hogs. There is one other point that I want to ask you about, and that is this: You have stated repeatedly that the prices were fixed by the board of trade. By what authority and by what power has the Chicago Board of Trade the function by which it can fix the prices that govern all the packers in Chicago?

Mr. Agar. For the pork product?

Board of Trade Regulates Prices.

Senator Crawford. Yes; or any other meat product.

Mr. Agar. On the Chicago Board of Trade there are brokers who have customers all over this world, and these customers all over the world and all over this country of ours telegraph to them for prices, as to what they can buy "so and so" for. The broker calls me up and says, "What will you take for a car of hams," or a "car of bacon bellies," or "a car of salt pork," or "a car of rough ribs," and I will say "so and so much." He will say, "The best offer I have is 10 cents lower than that per hundred." That is why I say that the board of trade makes these prices for us.

Senator Crawford. Then the great central force in the country that controls the prices and fixes the prices, instead of being a combination of the packers, is the Chicago Board of Trade?

Mr. Agar. Yes, sir; the same, I was going to say, as your stock exchange fixes the price of stock on the New York Stock Exchange.

Senator Johnston. And the process, you say, by which this Chicago Board of Trade acquires such a wonderful controlling power in determining the price is because of its brokerage in all the countries of the world and its telegraphic communications by which it feels the pulse of the world and decides as to the relation between the demand and supply throughout the world?

Mr. Agar. Yes, sir.

Senator Crawford. You do not mean to say that that is where the secret spring is for determining the prices of these meat products, do you?

Mr. Agar. Yes, sir.

Senator Crawford. So that if we are to hold some one accountable for in any way manipulating prices or artificially stimulating prices, we are to hold the Chicago Board of Trade accountable for it?

Mr. Agar. Yes, sir.

Senator Crawford. And the packers are wholly innocent?

Mr. Agar. I believe so.

Senator Johnston. I want to ask you this. The prices are much higher now, of course, for all meats—mutton, hogs, and hog products, etc.?

Mr. Agar. Yes, sir.

Senator Johnston. They are all higher. What has been the result on your business? Has your own business increased in volume?

Mr. Agar. No, sir.

Senator Johnston. Has it just maintained its volume?

Mr. Agar. No, sir.

Senator Johnston. There is less volume of business?

Mr. Agar. Considerably less; yes, sir.

Senator Johnston. What are your gross profits? How do they compare with previous years? I do not care to ask you for the figures—

Packer Only Wants 3 Per Cent. Profit.

Mr. Agar. We can not figure a profit, Senator.

Senator Johnston. You are making no profit?

Mr. Agar. None whatever. We are losing money just now.

Senator Johnston. How has it been since 1907?

Mr. Agar. All I want is the volume, Senator. If he makes 3 cents on every dollar he turns over the packer, as a rule, is satisfied.

Senator Johnston. Every time you turn it over, you mean?

(Continued on page 25.)

FIRE INSURANCE COMPANY FOR MEAT PACKERS

The matter of economies in the cost of fire insurance to those in the meat packing industry has long been a question of interest to packers. Since the American Meat Packers' Association took up the question and showed packers how much money they were throwing away in the fire insurance premiums, faulty appraisals, ratings, etc., there has been a general desire to see if some method could not be devised to stop these leaks. The association has had a committee at work on these problems for several years, and the work is now about to return practical results.

The plan proposed has been unanimously indorsed by the association, the company organized and the staff is now being formed for carrying on the work. In a letter to members Secretary McCarthy announces the engagement of another well-known fire insurance expert who will devote his entire time to this work. This is Mr. A. C. Olds, executive special agent of the Phenix of Brooklyn. Concerning his engagement and the development of plans Secretary McCarthy says:

Gentlemen: Please note that the work of completing the organization of our fire insurance company is to be pushed at once to a successful conclusion.

As you know, the Insurance Committee has given a great deal of time to the investigation of the subject of insurance and they are a unit in the conviction that the plan proposed is a practical business proposition,

which will be a great success and a credit not alone to the members as individuals, but to our association as a body.

The proposition has been unanimously endorsed by the association and Mr. Robert H. Hunter has given much thought to it and has devoted all of the time that he could spare from his personal affairs in his effort to bring about the desired result. He felt, however, that he needed assistance in the work, that the organization of the company should not be longer delayed, and to that end suggested the employment of some one to assist him.

In this suggestion your Executive Committee heartily concurred, and I take pleasure in announcing that we have made an arrangement with Mr. A. C. Olds, executive special agent for the Phenix Insurance Company, of Brooklyn, N. Y., who for eighteen years has represented this company in various capacities and over a territory embracing most of the United States. Mr. Olds is one of the most energetic and is one of the best known insurance executives in the country, and after April 1 his entire time will be devoted to the interests of our company.

He will call upon you in the near future prepared to fully discuss the insurance proposition, which will afford relief and profit in an absolutely legitimate manner. You will find Mr. Olds worthy of your confidence, and we bespeak for him your courteous consideration.

Opportunities to invest in the packinghouse business or its branches, chances "to get in on the ground floor" on a good thing, may be found by keeping watch of the "Wanted and For Sale" department. That's where the "good things" turn up.

TRADE GLEANINGS

The slaughtering plant at Richlandtown, Pa., has been destroyed by fire.

The slaughter house of Charles Sayers at Central City, Neb., has been destroyed by fire.

The Buckeye Oil Mill Company has awarded the contract for the improvement of its plant at Jackson, Miss.

N. M. McDill and others are interested in the establishment of a cottonseed-oil mill at Hickory Grove, S. C.

A company is being organized at Lynchburg, Va., by M. G. Perrow for the purpose of establishing an abattoir.

The Hambleton Tanning Company's plant at Hambleton, W. Va., has been destroyed by fire with a loss of around \$1,000,000.

Wilcox, Ives & Company, Savannah, Ga., have awarded contract for the erection of additional buildings to their fertilizer plant.

The tallow candle manufactory of E. Schneider & Company at Chicago, Ill., has been destroyed by fire with a loss of \$50,000.

The fertilizer plant of Wright & Sharp Fertilizer Company at Springfield, Ill., has been destroyed by fire with a loss of \$25,000.

The recently organized Byronville Manufacturing Company, Byronville, Ga., will install a two-press cotton oil mill with 40 tons capacity.

E. C. Brock and others will erect a cotton oil mill of 15 tons capacity at Bear Creek, Ala. A fertilizer mixing plant is contemplated.

Permit to do business in Texas has been given to the Schwarzschild & Sulzberger Company. The headquarters will be at Dallas.

W. P. Bishop, M. Stothart, Jr., and J. F. Sutton have incorporated the Mayer's Soap Company, Camden, N. J., with \$25,000 capital stock.

The Armour Fertilizer Company has received a permit to engage in business in the State of Texas, with headquarters at North Fort Worth.

The Live Stock Market Company, Geneva, N. Y., has certified to the Secretary of State that one-half of its capital stock of \$50,000 has been paid in.

The Home Cotton Oil Company, Coleman, Tex., has been incorporated with a capital stock of \$60,000 by F. M. Bowen, J. B. Dibrell, Jr., and others.

Fire destroyed a branch house at Beaumont, Tex., belonging to the Houston Packing Company, Houston, Tex. The contents were valued at \$28,000.

S. Michelet, C. F. Peterson and E. Westerland, of Minneapolis, have incorporated the Parker Provision Company, of St. Paul, Minn., with \$15,000 capital stock.

The National Butterine Company, of Jersey City, N. J., has been incorporated with a capital stock of \$125,000 by A. McNeill, R. G. Butler and P. J. Higgins.

The Mound City Butterine Company, St. Louis, Mo., has been incorporated with a capital stock of \$12,000 by L. A. Eckhardt, W. Swaby and S. H. Kennedy.

The Butler Beef Company, Springfield, Mass., has been incorporated with \$50,000 capital stock to conduct a general provision business. President, F. M. Butler, Springfield.

The Beggs & Cobb Tanning Company, Winchester, Mass., has been incorporated with a capital stock of \$100,000. President, H. Cox, Winchester; treasurer, D. H. Smith, Boston.

The Italian Co-operative Company, Weymouth, Mass., has been incorporated with \$50,000 capital stock to do a general provision business. President, C. Garofalo, Boston.

Plans for the establishment of a stock yards and abattoir at Savannah, Ga., by S. Friedman and S. Dich have been temporarily abandoned because of inability to secure a proper location for the plant.

PROPOSALS.

SEALED PROPOSALS will be received at the office of the Light-House Inspector, Tompkinsville, N. Y., until 2 o'clock P. M., April 12, 1910, and then opened, for furnishing and delivering fuel and provisions for vessels and stations in the Third Light-House District for the fiscal year ending June 30, 1911, in accordance with specifications, copies of which, with blank proposals and other information, may be had upon application to the Light-House Inspector, Tompkinsville, N. Y.

PROPOSALS FOR BEEF AND MUTTON.—Governor's Island, N. Y., March 14, 1910. Sealed proposals in triplicate for furnishing and delivering fresh beef and mutton required during twelve months beginning July 1, 1910, in accordance with specifications and conditions set forth in Circular No. 4, War Department, Office Commissary General, Washington, D. C., March 27, 1908, will be received by commissaries of following posts, respectively, until 11 a. m., April 15, 1910, and then opened. Forts Levett, McKinley, Preble, Williams, Me.; Constitution, N. H.; Ethan Allen, Vt.; Springfield Armory, Watertown Arsenal, Andrews, Banks, Revere, Rodman, Strong, Warren, Mass.; Adams, Greble, Mansfield, R. I.; Madison and Plattsburg Barracks, Watervliet Arsenal, West Point, Hamilton, Jay, Niagara, Ontario, Porter, Schuyler, Slocum, Terry, Totten, Wadsworth, Wood, H. G. Wright, N. Y.; Hancock, Mott, N. J.; Frankford Arsenal, Pa.; Dupont, Del.; Howard, McHenry, Washington, Md.; Washington Barracks, D. C.; Hunt, Monroe, Myer, Va.; Walter Reed General Hospital, D. C.; San Juan, P. R. Information furnished on application to commissaries of respective posts or to undersigned. Envelopes containing proposals should be marked "Proposals for beef and mutton to be opened April 15, 1910," and addressed to Commissary at post to be supplied. Jas. N. Allison, Assistant Commissary General.

A Floor That Stands The Wear and Tear

any other asphalt floor. A record of 12 years proves it. Long hard usage proves it. Letters from customers prove it. Opinions of engineers and architects prove it.

"WASATCH" MASTIC FLOOR

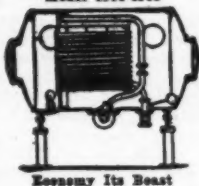
is guaranteed for at least 5 years. We have reports from customers whose floors have worn much longer than 5 years and are still well preserved.

The low cost of "Wasatch" Mastic, together with its KNOWN DURABILITY, makes it a MOST ECONOMICAL floor. Proved out in Packing Houses, Breweries, Ice Plants, etc. Guaranteed ABSOLUTELY WATERPROOF. Meets the demands of a sanitary floor to a greater degree than any other material. Experiments with an

untried material are unnecessary. "Wasatch" Mastic has been used for 12 years—and every customer well pleased. If you are in the market for the ideal floor, either for new or old building, write us for quotation sheet No. 305. Refer also to our advertisement in all issues of The National Provisioner for October, 1909.

THE AMERICAN ASPHALTUM & RUBBER CO.
Dept. 16, 600-614 Harvester Building, CHICAGO, ILL.

LILLIE EVAPORATOR
Model 1904-1905



Economy Its Best

Lillie Multiple Evaporators

For Glue and Other Packing House Products

FIRST INTRODUCED TO THE PACKING INDUSTRY IN 1905. TO DATE TWELVE LILLIE TRIPLE EFFECTS HAVE BEEN INSTALLED IN THE HOUSES OF THE LARGER PACKING COMPANIES FOR TANK WATERS AND GLUE. MOST OF THEM REPEAT ORDERS.

Undoubtedly the most economical and in other respects the best apparatus on the market for packing house products.

THE SUGAR APPARATUS MANUFACTURING COMPANY, 328 Chestnut St., PHILADELPHIA

A. MORRIS LILLIE, President.

LEWIS C. LILLIE, Secy. and Treas.

THE NATIONAL PROVISIONER

New York and
Chicago

Official Organ American Meat Packers'
Association.

Published by
The Food Trade Publishing Co.

(Incorporated Under the Laws of the State of New
York.)

At No. 116 Nassau St., New York City.

GEORGE L. MCCARTHY, President.

HUBERT CILLIS, Vice President.

JULIUS A. MAY, Treasurer.

OTTO V. SCHRENK, Secretary.

PAUL I. ALDRICH, Editor.

GENERAL OFFICES

No. 116 Nassau St. (Morton Building), New York,
N. Y.

Call Address: "Sampan, New York."

Telephone, No. 5477 Beekman.

WESTERN OFFICES

Chicago, Ill., 9 Exchange Ave., Union Stock Yards.
Telephone: Yards, 842.

Correspondence on all subjects of practical inter-
est to our readers is cordially invited.

Money due THE NATIONAL PROVISIONER should be
paid direct to the General Office.

Subscribers should notify us by letter before their
subscriptions expire as to whether they wish to con-
tinue for another year, as we cannot recognize
any notice to discontinue except by letter.

TERMS OF SUBSCRIPTION INVARIABLY IN ADVANCE, POSTAGE PREPAID

United States	\$3.00
Canada	4.00
All Foreign Countries in the Postal Union, per year (21 m.) (26 fr.)	5.00
Single or Extra Copies, each .....	.10

AMERICAN MEAT PACKERS' ASSOCIATION.

President, Charles Rohe, Rohe & Bro., New York.
Vice-President, Joseph Allerdice, Indianapolis Abat-
toir Co., Indianapolis, Ind.
Secretary, George L. McCarthy, The National Pro-
visioner, New York.
Treasurer, Michael Hoffman, Cincinnati, O.
Executive Committee: A. G. Gilck, Brittain & Co.,
Marshalltown, Ia., chairman; Oscar F. Mayer, O. F.
Mayer & Bro., Chicago, Ill.; F. T. Fuller, G. H.
Hammond & Co., Chicago, Ill.; Geo. A. Hornel, Geo.
A. Hornel & Co., Austin, Minn.; Pierre Garneau,
Krey Packing Co., St. Louis, Mo.; J. C. Dold, Jacob
Dold Packing Co., Buffalo, N. Y.; Jacob Belawanger,
D. B. Martin Co., Philadelphia, Pa.; E. W. Penley,
Auburn, Me.; C. H. Ogden, Pittsburg Provision &
Packing Co., Pittsburg, Pa.

TARIFFS AND COTTON OIL

The government at Washington this week
announced the conclusion of a reciprocal tar-
iff agreement with Canada. This week also
the French government ratified the similar
agreement between France and the United
States. Both these agreements were made
at the eleventh hour, in order to avert a
tariff war, and are regarded as merely tem-
porary makeshifts. It is expected that ne-
gotiations carried on at leisure may result
in further agreements with both these coun-
tries which will be more satisfactory.

Neither agreement greatly interests our
meat trade. The alleged French "conces-
sions" on our meat products amount to lit-
tle or nothing. The Canadian agreement

makes no changes in that particular, except
to make an insignificant concession on soap
powders, etc.

Our cottonseed oil industry is not at all
pleased with the result of these stop-gap
negotiations. In the case of France there
is an alleged concession which cotton oil in-
terests claim is no concession at all. The
duty on American cottonseed oil is increased
from 50 to 100 per cent., but it is claimed
duties on competing edible oils have been
likewise increased. These competing oils—
sesame, peanut, etc.—are not imported into
France to any extent. Instead, the seeds are
imported free of duty and the oil produced
in French establishments. This results in a
powerful discrimination against American
cottonseed oil, against which our cotton oil
interests have protested to the President, but
without effect.

In the case of Canada the new agreement
gives cotton oil a lower rate, fixed at 17 per
cent. ad valorem. Our total exports of cot-
tonseed oil to entire British North America
in 1909 were valued at \$773,716, out of a
total export that year of \$19,567,067. It is
claimed by the government, however, that
this concession in duty will result in a
greatly increased cotton oil trade with
Canada.

HABIT AND HIGH PRICES

Newspapers and periodicals posing as
"champions of the people" (for revenue only)
treat with scorn and contempt any discus-
sion of the question of high prices which
hints at the extravagance of the consumer
as being responsible, even in part, for the
high price situation. James J. Hill was the
originator, we believe, of the expression
which seems to sum up much of the situ-
ation in a nutshell: "It's not the high cost
of living, but the cost of high living." But
of course Mr. Hill's opinion is valueless, as
everyone knows, because Mr. Hill owns a
railroad or two.

Nevertheless, there are those foolish
enough to believe that there may be some
truth in Mr. Hill's aphorism. The butcher
knows to his sorrow and loss of the habit
of his customers, rich and poor alike, who
demand steaks and chops or nothing; the
other 74 per cent of the carcass goes beg-
ging, or to the corned beef vat or the
scrap barrel. The grocer knows the pref-
erence of his customers for costly package
goods as compared to the same article in
bulk at less cost. These are but two ex-
amples of the extravagant habit of con-
sumers today.

Take another phase of the subject. New
York newspapers recently carried the fla-
ring advertisement of a concern which seems
to have seized upon the prevalent cold stor-

age agitation as a source of profit, and is
philanthropically offering to a hungry pub-
lic "18-hour eggs" at the modest price of
"65 cents per dozen for March." If this con-
cern can afford to buy high-priced space in
metropolitan newspapers to reach a more or
less limited market, it must follow that
despite the awful drain on consumers'
pocketbooks there are plenty of people will-
ing to pay more than 5 cents each for eggs
in a month when the hennery output is
notoriously large and growing.

If we insist on having porterhouse and rib
chops and 18-hour eggs—not to mention 18-
hour trains—as a regular diet, then we must
expect to pay for them. And, indeed, we do
seem to pay the premium on the 18-hour
luxuries without a murmur. But the man
who loses on 74 per cent. of his stock in
trade that we may have the other 26 per
cent. served to suit our fancy, how about
him? Oh, that's different—he's one of the
"beef trust!"

A CASE OF WILFUL DECEIT

In a prominent place in its columns one
day this week the New York World gave
space to an article written by J. Martin
Miller, a former employee of the United
States consular service, in which he is made
to reiterate the worn-out canard concerning
the sale of American beef cheaper in Eng-
land than in the United States. Though
the article itself more than substantiates the
claims made by American packers concerning
the increased cost of meats, the World by its
headlines chooses to make it appear as a
further indictment of American packers.
This is in line with the admitted policy of
the World and its fellows, which is to attack
American packers at any and all times, re-
gardless of the facts. The manner in which
the World has distorted what facts there are
in Mr. Miller's article is indicative of its
intent to "make a story" against the pack-
ers at all hazards.

The United States government has recently
made public a number of reports from its
representatives abroad in which comparative
meat prices are given in actual figures. These
reports have appeared in the columns of The
National Provisioner, but the World and its
tribe have carefully refrained from publish-
ing them or commenting upon them. The
reason is obvious—they give the lie to the
claims of the World and sensationalists of
its sort. The United States government is
doing its part in making public the actual
conditions. But this publicity will be re-
tarded by the refusal of the sensational
press to print the true facts. It refuses be-
cause to do so would not only vindicate the
packers, but it would also convict these
newspapers of wilful deception of the public.

PRACTICAL POINTS FOR THE TRADE

RECIPE FOR BLOOD SAUSAGE.

In a letter asking for information on various questions a subscriber makes this request:

Editor The National Provisioner:

Can you give me full directions and a good recipe for making blood sausage?

For this kind of sausage can be used all cheek meat, heart, lungs and the rind of pork. Cheek meat, however, must be salted before using. It is unnecessary to give any proportion for the mixture of these, since the quantity can be regulated entirely by the material at hand and cost thereof.

Boil the rind well, after which strain it, saving the broth for future use. You do not need to fear any overboiling of the rind. Chop all the meat to be used in the sausage in one mass, and boil in the broth reserved previously from cooking in the pork rind. In doing this it is necessary to observe care, boiling slowly, and allowing the broth merely to cover the meat, so that the fat rising to the surface can be easily removed, as by omitting this the appearance of the sausage would be impaired.

Take one gallon of blood of either hog, beef or calf, as long as it is in a pure condition, place it in a vessel and stir the mass sufficiently (generally 10 to 15 minutes) for it to contain its natural fluid condition. Then press through a fine sieve or strainer, in order to break up any lumps which might still remain in the blood. Mix with 15 pounds of the meat mass cooked as above described, and season.

The half-fluid mass obtained is then filled into the casings designed for the sausage; generally the beef middle guts are used, after having been cut into lengths convenient for the trade.

One end of a length of gut is then tied up with a cord, while the other end is fastened to a funnel, through which it is filled three-quarters full. A sausage stuffer should not be employed in filling this kind of sausage, as the quantity to be filled into each gut cannot be well regulated. Should they be filled with more than the above mentioned amounts, there would be danger of the sausage bursting while being cooked, caused by the expansion of the blood.

The end of the sausage through which

the filling has been done is then tied the same as the other end. When the entire mass has been filled into the casings, the sausages are immediately placed in a kettle containing the boiling broth obtained from the cooking as above described. While cooking care must be taken that none of the sausages lie at the bottom of the kettle, but they should be stirred while boiling, in order to effect a minute mixture of the blood and the meat.

Should this mixture be omitted the sausage would become a one-sided mass, as the blood, which is fluid and heavier than the meat, would sink to the bottom of the sausage, whereas agitating the sausages with a stick easily facilitates the mixture, thus obviating this difficulty.

As soon as the sausages rise and swim on the top of the broth (which is caused by the expansion of the air contained within them), pierce small holes all over the surface of each with a fine fork, as otherwise after the sausage is cooled fat will be found collected at points where air had originally been, while by piercing the fat becomes equally distributed throughout the substance of the sausage.

Continue cooking until perfectly clear fat exudes from the holes pierced in the casings. Remove the sausages from the kettle and place in cold fresh water, in which they are washed and allowed to remain until perfectly cold; then place side by side on a clean board.

These sausages can be served either warm or cold. If intended to be kept any length of time, they should be smoked, especially in warm weather, as otherwise they cannot be well preserved. To smoke leave on the board to dry in a cool, airy place about 24 hours, after which hang in the smoke house. It is necessary to smoke cold, and only with a fire of shavings or saw dust. A light or bright fire must not be used in smoking.

Seasoning for these sausages per 100 pounds, is as follows: 30 ounces fine salt, 6 ounces black pepper, 1 ounce coriander seed, 4 ounces powdered marjoram, and 2 ounces allspice.

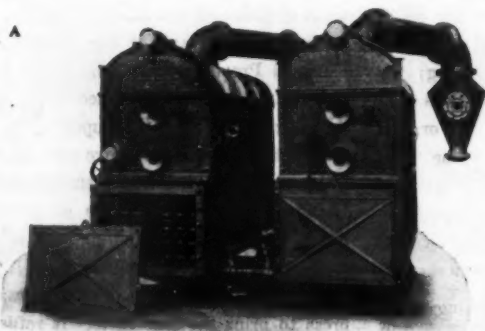
CATTLE YIELDS AND PRODUCTS.

Cattle dressing 60 per cent. of live weight, hides showing 7 to 7½ per cent., and fats about 6 per cent., is a fairly good showing, in addition to which there are casings, tongues, hearts, livers, sweetbreads, tripe, tails, cheek and other head meat, blood, bones, tankage, etc. All products and by-products properly manipulated mean that much more to the credit side. The debit will take care of itself and needs watching closely all the time, or it is liable to get away with the whole business. The packing business needs more watching than any other industry in the country, and it is by only the closest attention to detail that success therein is attained. It is one business that will not run itself—except into the ground, and that is easy, so easy that some of the operators don't realize it until too late. "Eternal vigilance" is the watchword.

EXPORT TAX ON MEATS.

Last week Representative Garner of Pennsylvania introduced a bill in Congress which provides for an export tax on meats. Mr. Garner should get a copy of the Constitution of the United States and read it. He will find therein an explicit prohibition of a tax on exports. As long as the Constitution stands our foreign trade in meats will not be cut off by an export tax. There seems to be a great deal of ignorance of national and State constitutions, judging from the frequency of such propositions as this and the number of laws which the courts are compelled to nullify because they are unconstitutional.—National Stockman and Farmer.

DIXON'S BELT DRESSING.
 in solid form is a quick, simple, easy cure for slipping belts. Like to try a free sample?
 Joseph Dixon Crucible Co., Jersey City, N. J.



THIS TYPE INSTALLED FOR CONSOLIDATED RENDERING CO.—30 PLANTS

THE SWENSON EVAPORATOR

is the Recognized Standard for
PACKERS AND RENDERERS

MINIMUM ATTENTION—UNIFORM PRODUCT
SWENSON EVAPORATOR CO.

Successors to AMERICAN FOUNDRY & MACHINERY CO.

945 Monadnock Building, - CHICAGO

FOR PURCHASING DEPARTMENTS

SWENSON EVAPORATORS INSTALLED.

The Swenson Evaporator Company reports the following sales to packers, glue makers, renderers and soap makers in the past eighteen months:

Globe Rendering Co., Globe, Illinois, The N. K. Fairbank Co., Chicago (two outfits), Peter Cooper's Glue Factory, Brooklyn, N. Y. California Glue Works, San Francisco, Darling & Co., Chicago. Swift & Co., Chicago (4 outfits), Eastern Tanners Glue Co., Gowanda, N. Y. The Zehner Bros. Packing Co., Toledo, Ohio, Miller & Lux, San Francisco, People's Packing Co., Cleveland, Ohio. Union Meat Company, Portland, Oregon, F. W. Tunnell & Co., Philadelphia, Swift & Co's Soap Works, Atlanta, Ga., Colorado Packing & Provision Co., Denver, Colo., Adler & Oberndorf, Chicago. The Park, Blackwell Co., Ltd., Toronto, Canada, Brelsford Packing & Storage Co., Harrisburg, Pa., Montreal Stock Yards Co., Montreal, Canada. Wm. Walke & Co., St. Louis, Mo., Tegarden Packing Co., Springfield, Mo., J. Y. Griffin & Co., Edmonton, Canada.

This company reports the past year to have been the busiest in its history, with every prospect for a continuance of this condition. To date they have installed nearly 250 Swenson evaporators for tankwater, glue, beef extract and glycerine—over 200 being for the first two liquors.

UP-TO-DATE BUTCHER SHOPS.

When father and sons work hand in hand, success is assured. The old man has the experience and the young men the ambition. This has been the case with C. F. Schuesselin & Sons. Their home is at Pt. Pleasant, Ohio, where Mr. Schuesselin, Sr., started years ago on a small scale. He had learned the butcher trade in the Fatherland and, being a hard worker and a good judge of livestock, he soon prospered. The Schuesselins also have a branch at West Milton, Ohio, and lately Fred Schuesselin, one of the sons, opened a new market in Piqua, Ohio, which, like their other markets, was equipped by The Cincinnati Butchers' Supply Company. For years the Schuesselins have been dealing with this Cincinnati firm, and wrote them on Feb. 22 regarding their new market outfit at Piqua: "Business is moving along nicely. Everybody says we have the finest and neatest market in this neck of the woods." Butchers anywhere in the United States who are in the market for up-to-date outfits, will find it to their interest to communicate with The Cincinnati Butchers' Supply Company, Cincinnati, Ohio.

TESTIMONY OF JAMES S. AGAR.

(Continued from page 21.)

Mr. Agar. Every time we turn a dollar over, if we can make 3 cents we are satisfied.

Senator Johnston. You turn over your capital every thirty days, practically, do you not?

Mr. Agar. Oh, no, sir; sixty to ninety days. Our business will be figured in this way: For instance, when we come out with a statement, Senator, and say that we have made 30 or 40 per cent. on the capital we do not mean 30 or 40 per cent. on what we

have invested. When you figure up our capital and our surplus and then find out the per cent., you will find that there is not any more in the packing industry than 6 or 7, possibly 8 per cent. at the outside.

Senator Johnston. You mean net?

Mr. Agar. On the money invested, net. Interest and dividends have to be paid out of that.

Senator Crawford. Are your big packers generally members of the board of trade?

Mr. Agar. Yes, sir.

Senator Crawford. Are they on the executive committee of the board?

Mr. Agar. No, sir.

Senator Crawford. You say they are not?

Mr. Agar. No, sir. I can not remember that one is on there now.

Senator Crawford. They are active members of the board—Armour, Swift, Cudahy and Morris?

Mr. Agar. No, sir; only in the way of having a man there to sell or buy their stuff—their product.

Senator Crawford. Do you not think that in his time Philip Armour was in just as close touch through the telegraph with the foreign agencies and brokers of the world as the Chicago Board of Trade is?

Mr. Agar. I would not know how to answer that, Senator.

Senator Crawford. Do you not think that Swift and those heavy packers that dominate the markets, not only in the United States but in South America and in Europe, are in as close touch and wield as potent an influence in determining the relation of supply and demand in packing-house products as any member of the Board of Trade of the city of Chicago?

Mr. Agar. I do not think they are, from my observation.

Senator Crawford. Are they not better equipped, because of their organization, their agents everywhere, their branch houses in all the large cities, and their vast interests, to estimate the relation of supply and demand and all the elements that enter into supply and demand, and that enter into prices, than all the members of the board of trade and their aggregate wisdom and influence put together, if you are to take the group of packers out?

Mr. Agar. No, sir; I do not think so.

Influence of the Big Packers.

Senator Crawford. You think that instead of these packers dominating the market, the board of trade, and every other organization and influence in relation to the prices of meat products, that they meekly take their cue every morning from what they see given as a quotation by the board of trade, do you?

Mr. Agar. I would not put it as you state, Senator, if you will allow me; but the way they buy stuff and the way they sell stuff, and the way they have to sell it sometimes, to my mind shows me that they do not know any more about it ninety-nine times out of a hundred than I do.

Senator Crawford. With your little business there, when it comes to this question of who dominates and fixes the prices of meat products you are as helpless as a lone pebble on the seashore, are you not?

Mr. Agar. In fixing the prices?

Senator Crawford. Yes; or in knowing what the real influences are that are at work, and which do dominate the fixing of these prices.

Mr. Agar. I do not think so, sir. I do not think that there is any such thing.

Senator Crawford. Well, I would like to know. There is a very interesting point, and it is a vital one. I would like to know how the Chicago Board of Trade, made up of business men in all avocations and all lines, and local brokers, and what not, can be better equipped with knowledge of all the conditions that enter into this question of supply and demand, the cost of production, the cost of

distribution, and the influences in different sections of the country, than the great packers in Chicago, so that the packers get their prices from the board of trade instead of the board of trade getting its prices from the packers. I would like to understand the philosophy of that.

Mr. Agar. Yes, sir. I thoroughly believe, Senator, that the board of trade takes in a wider scope than any of the packers; and you know the packers only kill about 35 per cent. of all these figures that have been given you. We are speaking now of the big packers, as you call them—

Senator Crawford. I understand it to be more than that.

Senator Clarke. Sixty per cent. in Chicago is what everybody else understands.

Mr. Agar. Sixty per cent. in Chicago?

Senator Clarke. Yes; of all the cattle that come West.

Mr. Agar. In Chicago, yes sir; but for the last three or four years, Senator, there have been packing houses started and built all over this country. Where we had four or five hundred a few years ago, we have eight or nine hundred now.

Senator Clarke. Suppose a witness testified yesterday that there were only 300 under inspection, and doing interstate business.

Mr. Agar. I do not think he would know what he was talking about.

Senator Crawford. And that there are only 21 in the great City of New York; and when you come to look them up, they are people we never heard of before. Cudahy, Morris, Armour, and Swift are household words. You can not travel anywhere that you do not see their signs and that you do not run across their agents and that you do not find their influence. I found it away down in the end of Central America, and they are away down in Chile, and everywhere. They are household words; but it will puzzle you, unless you look at the record here, to tell the name of a packer in New York City.

Mr. Agar. Do you not think, Senator, that they are to be praised for a thing of that kind?

Senator Crawford. I am not attacking them, except that I am discounting somewhat your notion that it is the board of trade that dominates the market and fixes the price of meat products, and not the great packing interests themselves. * * *

Senator Crawford. Let us take up this board of trade again. That is divided up into departments. It has a stock exchange, a corn exchange—

Mr. Agar. Not a stock exchange.

Senator Crawford. What are they?

Mr. Agar. A grain exchange and a provision exchange.

Senator Crawford. And the department you come in contact with is the provision exchange?

Mr. Agar. Yes, sir; it covers the hogs.

Senator Crawford. And that is the one the packers keep in close touch with?

(Continued on page 26.)

DEATH OF LOUIS ZOLLER.

One of the pioneer butcher-packers of the country died last Friday afternoon at Pittsburg. Louis Zoller, father of the head of the William Zoller Company of Pittsburg, died of heart disease while standing beside the open grave of his son Edward, who died on the Tuesday previous, and whose funeral was just then taking place. Louis Zoller was 62 years of age and a retired butcher. He established the packing business in Allegheny which is now in charge of William Zoller, and which is housed in one of the most modern plants in the country. He retired from business about six years ago.

ICE AND REFRIGERATION



Dry Insulation

is of vital importance. Papers that absorb and retain moisture are a menace to economical refrigeration.

GIANT Insulating PAPER

Positively prevents the entrance of all moisture.

Air-tight chambers are equally important. Pinholes and cracks, common faults with most papers, are unknown in GIANT.

A perfect insulator

No oil, tar or rosin. Perfectly odorless and air-tight. Acid proof.

Write for Prices and Samples

The Standard Paint Company
General Offices

100 WILLIAM ST, NEW YORK

Branches:

Chicago, Boston, Philadelphia, Kansas City, Memphis, Atlanta and Denver

NEW CORPORATIONS.

Brandon, Wis.—A. F. Wilkie, E. F. Young, A. Smith and others have incorporated the A. F. Wilkie Creamery Company with \$1,600 capital stock.

Cleveland, O.—The Dover Creamery Company has been incorporated with a capital stock of \$10,000 by Isador Grossman and others.

Coleman, Wis.—D. M. Niquette and others have incorporated the Coleman Dairy Company with \$800 capital stock.

Castile, N. Y.—The Castile Co-operative Creamery Company has been incorporated with a capital stock of \$6,000 by W. W. Metcalf, J. H. Van Arde and others.

Corning, Ark.—The Southern Ice & Power Company has been incorporated with a capital stock of \$10,000. Geo. A. Booser is president.

Louisville, Ky.—The Modern Ice Cream Company has been incorporated by W. B. Hall, A. Hall and J. E. Hall.

Birmingham, Ala.—The Jones Valley Creamery Company has been incorporated with a capital stock of \$5,000 by T. L. Whitaker, L. Whitaker and G. Whitaker.

Wilmington, Del.—The Knickerbocker Plate Ice Company has been incorporated here with a capital stock of \$50,000 by J. Seiler, M. F. Seiler, G. W. Dorsey, Jr.

Wilmington, Del.—The Newberry Artificial Ice, Cold Storage and Greenhouse Company has been incorporated with a capital stock of \$30,000 by F. W. Hill, F. M. Hill and H. D. Hill, of Williamsport, Pa.

ICE NOTES.

Marathon, Wis.—The Lilac Creamery Company will commence the erection of its plant.

Gravette, Ark.—At a meeting of the stockholders of the Gravette Cold Storage, Canning and Packing Company the following officers were elected: A. E. Kindley, William Frazer, J. T. Oswalt, G. A. Hughes, F. Ballard, E. L. Chatfield and J. F. Dorsett. Mr. Kindley was elected president; G. A. Hughes, vice-president, and J. F. Dorsett, secretary-treasurer.

New York, N. Y.—At the annual meeting of the American Ice Securities Company Joseph Wayne, Jr., was elected a director, succeeding R. C. Cooper. Other directors were re-elected.

Perry, Ia.—The plant of the Perry Ice Company has been damaged by fire.

Derry, N. H.—Six large ice houses owned by H. P. Hood & Sons have been destroyed by fire. Loss, \$10,000.

Elmira, N. Y.—The plant and real estate of the Horseheads Cold Storage Company has been sold at a foreclosure sale by the referee.

New York, N. Y.—James Wills, secretary and treasurer of the Merchants' Refrigerating Company of New York and Jersey City,



died on March 29 in his home, No. 332 West 101st street, of apoplexy.

Essex, Mass.—Eight houses belonging to Charles Sears and Enoch Story have been destroyed by fire.

Bay City, Mich.—The Union Ice Company's ice houses with twenty tons of ice were destroyed by fire on March 24.

Kenosha, Wis.—Ice house at Twin Lakes belonging to the Jefferson Ice Company of Chicago, Ill., was destroyed by fire on March 25.

Etowah, Tenn.—L. A. Fort is installing machinery for the manufacture of ice.

Oklahoma City, Okla.—The Moss Brewery Company's plant has been purchased by A. H. Kramer and N. E. Crumpacker, who will remodel it and install machinery for the manufacture of ice and ice cream.

Bexley, Ala.—J. F. Carter, Jr., of Mobile, is interested in the establishment of a creamery plant here.

Paragould, Ark.—The Crystal Light and Ice Company has commenced the addition to its plant.

Somerville, Tex.—The new 12-ton ice plant of the Somerville Ice Company has been completed and is being operated.

Muncie, Ind.—A new company composed of R. J. Spencer, F. Eward and C. J. Schuster, of Marion, has purchased the plant of the Muncie Ice Company and will expend \$10,000 in improvements.

Council Bluffs, Ia.—The Union Pacific ice house with 5,000 tons of ice has been destroyed by fire.

Salt Lake City, Utah.—The Utah Ice and Storage Company has purchased a tract of ground on Second North street upon which will be erected a plant costing in the neighborhood of \$200,000.

TESTIMONY OF JAMES S. AGAR.

(Continued from page 25.)

Mr. Agar. All of us, who have to sell.

Senator Crawford. But they get in on the board of trade, and they have something to say about it.

Mr. Agar. No; only in the way of trading. They have nothing to say in the way of the management of it.

Senator Crawford. But in the determination of prices they have something to say.

Senator Johnston. Let me suggest this, with your permission: If mess pork, for instance, was offered at what you knew was less than it could be produced at you would have the privilege of buying it, would you not?

Mr. Agar. Yes, sir.

Senator Johnston. Therefore you could maintain that price or you could supply—

Mr. Agar. I could maintain that price as long as I had money enough to take it up, whether it went up or down.

Senator Johnston. The large packers could maintain it considerably, could they not—the large packers who have large capital?

Mr. Agar. It is very frequently reported that certain packers will get in and sell a lot of stuff and the price will not be—

Senator Johnston. The prices break when that is the fact, do they not?

PACKING HOUSE ARCHITECTS AND ENGINEERS
C. E. HUNTLEY & CO. 103 Park Ave., N. Y.



ICE TOOLS
OF QUALITY

CATALOGS

Gifford Wood Co.

HUDSON, N. Y. CHICAGO, ILL. ARLINGTON, MASS.

AWLS SHAVERS
SCALES
REFRIGERATOR BLOCKS
COAL AND ICE
HANDLING MACHINERY

Mr. Agar. No, sir; they are just as liable to go against them as for them. I have seen it dozens of times; but I do not know he is at it. It is only the rumor.

Senator Clarke. How do they make the price of fresh beef, for instance? I suppose somebody offers to sell to somebody a certain number of pounds of it, and he either takes it or does not take it?

Mr. Agar. Are you speaking of beef?

Senator Clarke. Yes; fresh beef.

Mr. Agar. We do not deal on the board of trade in fresh beef.

Senator Clarke. Who fixes the price of that?

Mr. Agar. My broker in Boston will say to me, "I offer you so-and-so much for a car of cows today." I figure up and see what those cows cost me alive, and I figure the approximate cost of the by-products, and I go back at him and sell him or raise the bid.

Senator Clarke. What has the board of trade to do with that?

Mr. Agar. Nothing.

Senator Clarke. Then, what are all these answers to Senator Crawford about?

Mr. Agar. We were talking about the hog product, which is one of the biggest parts of the industry, Senator.

Senator Clarke. Do you sell futures in hams?

Mr. Agar. No, sir.

Senator Crawford. Barreled pork?

Mr. Agar. No; barreled pork, lard and ribs—what the southerners feed their colored people.

Senator Smoot. In 1909 you were a member of the executive committee of the American Meat Packers' Association?

Mr. Agar. Yes, sir.

Benefits of Association Work.

Senator Smoot. I notice in your report (and it is signed by Michael Ryan, James S. Agar and George L. McCarthy, as a committee) you state: "We find that during our term we have considered and acted upon 87 subjects, in each case representing the packing-house industry as a whole, and we believe the association has reason to be satisfied with the results obtained." From the testimony given here we were led to believe that the association had very few functions to perform, and that it was more of a social affair than otherwise. Do you remember some of the principal items mentioned in this report, or what some of the principal subjects were?

Mr. Agar. Oh, that was as I told you so, Senator. We were organized to establish an identity as an industry, and to confer with the government officials at Washington. I am

Henry Vogt Machine Co.

LOUISVILLE, KY.

Manufacturers of

Ice and Refrigerating Machinery and Boilers

still one of that committee, with General Ryan and Mr. McCarthy, and in interpreting the law the honorable Secretary gives us, as a rule, a chance to get in and talk to him about it, to see if we do not think he is right in enforcing the regulations or in changing some part of the regulations. These 87 items that you speak of were different things in regard to branding meats.

Senator Crawford. In the execution of the meat-inspection law?

Mr. Agar. No, sir; that is executed. That

goes through all right, Senator. I can not remember them very distinctly now. It has been some time ago, but we have been down on different things. We called on President Roosevelt with reference to one or two items and he turned us over to Secretary Wilson.

Senator Clarke. Relating to questions that come up from that department?

Mr. Agar. Yes, sir; sour meat and things of that kind—what constitutes sour meat, and other things.

Senator Smoot. You also say: "It would

IT'S UP TO YOU

If you want perfect insulation—the kind that'll keep the cold air right in the cooler—the kind that won't rot and don't require the installation of an enormous quantity to attain efficiency—

Then

Install

STAR CORK BOARD

UNITED CORK COMPANIES

HOBOKEN, N. J.

YORK MANUFACTURING CO.

The Largest Manufacturers of Ice and Refrigerating Machinery in the World.

AMMONIA FITTINGS FOR THE TRADE A SPECIALTY

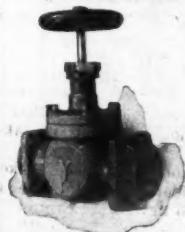
Our Foundry being equipped with special Melting and Annealing Furnaces, we are prepared to offer to users as well as the trade Ammonia Fittings of double the tensile strength of those made in the ordinary way.

CATALOGUE UPON REQUEST

Main Offices and Works: **YORK, PA.**

General Western Office: **1660 Monadnock Bldg., Chicago**

OUR FITTINGS ARE CARRIED IN STOCK AT THE FOLLOWING PLACES:



NEW YORK—Shipley Const. & Supply Co., 70-72 Trinity Place.
BOSTON—Bay State Const. & Supply Co., 88 Broad St.
CHICAGO—Westerlin & Campbell Co., 26-28 N. Clinton St.
PITTSBURGH—Greenwood Const. & Supply Co., 337 Water St.
PHILADELPHIA—Central Const. & Supply Co., 140 N. Tenth St.
BUFFALO—Wegner Machine Co., Perry and Mississippi Sts.
NEW ORLEANS—Rantz & Biggar, 736 Conti St.
ST. LOUIS—Pilsbury-Becker Eng. & Supply Co., 200 N. Main St.
ATLANTA—York Manufacturing Co., 15 S. Forsyth St.
HOUSTON—York Manufacturing Co., 2030 Congress St.
CINCINNATI—Queen City Supply Co., S. W. Cor. Elm and Pearl Sts.
LOS ANGELES—United Iron Works, 151 N. Los Angeles St.
OAKLAND—United Iron Works, 20 and Jefferson Sts.
SEATTLE—United Iron Works, 100 Main St.
SPOKANE—United Iron Works, R. R. and Stevens st.
SYDNEY, N. S. W.—Waygood, Ltd., 51-65 Bathurst St.

WHY IT PAYS TO USE

B. B. ANHYDROUS AMMONIA

The use of Bower Brand Anhydrous Ammonia will increase the earning power of your plant. For its absolute freedom from the light oils, impurities and moisture will not permit a contribution to any accumulation of foreign gases in the system.

Send For This Ammonia Book

Our new book is a gold mine of information to everyone who is interested in refrigerating and ice-making plants. Send for it today.

Henry Bower Chemical Manufacturing Co.
29th St. and Gray's Ferry Road
PHILADELPHIA, PA.

B. B. Distributors

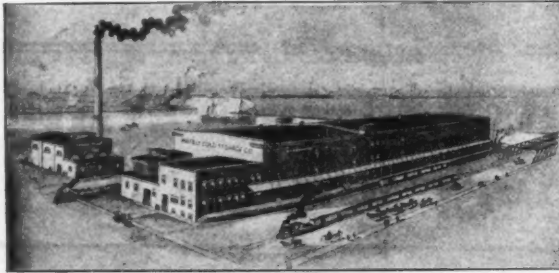
ATLANTA, Morrow Transfer & Storage Co.
BALTIMORE, 106 W. Lombard St., Jos. B. Wernig.
BIRMINGHAM, Kates Transfer & Storage Co.
BOSTON, 120 Milk St., Chas. P. Duffee.
BUFFALO, Keystone Warehouse Co., 638 Wash ington St., Frank Bausch.
CHICAGO, 329 N. Clark St., F. C. Schapper.
CINCINNATI, The Burger Bros. Co.
CLEVELAND, General Cartage & Storage Co., Henry Bollinger.
DETROIT, Riverside Storage & Cartage Co., Ltd., Newman Brothers, Inc.
DALLAS, Oriental Oil Co.
FORT WORTH, Texas Mfg. Co.
HAYANA, Champion & Pascual.
HOUSTON, Texas Warehouse Co.
INDIANAPOLIS, R. E. Kramlik & Co.
JACKSONVILLE, St. Elmo, W. Acosta.
KANSAS CITY, Co-Operative Land & Mercan tile Co.
LIVERPOOL, Peter R. McQuile & Son.
LOS ANGELES, United Iron Works.
LOUISVILLE, Louisville Public Warehouse Co.
MILWAUKEE, Central Warehouse.
MEXICO, D. F., Ernst O. Helmsdorf.
NEWARK, F. W. Munn Livery Co., Brewers' & Bottlers' Supply Co.
NEW ORLEANS, Finlay, Dicks & Co., Ltd.
NEW YORK, Roessler & Hasselacher Chemical Co.
NORFOLK, Nottingham & Wrenn Co.
PITTSBURGH, Pennsylvania Transfer Co., Ltd., Mueller & Kusen.
PROVIDENCE, Rhode Island Warehouse Co.
ST. LOUIS, McKee's Warehouse Co., Pilsbury-Becker Engineering & Supply Co.
SAVANNAH, Benton Transfer Co.
SAN FRANCISCO, United Iron Works.
SPOKANE, United Iron Works.
SEATTLE, United Iron Works.
WASHINGTON, Littlefield, Alford & Co.

HATELY COLD STORAGE COMPANY, CHICAGO

Office, 70-71 Board of Trade

Warehouses, 37th St. and Chicago River

Superior facilities for



STORING, CURING AND PACKING
ALL KINDS OF **PORK PRODUCTS** ON COMMISSION

Advances made at minimum rates

SMOKING HAMS AND BACON A SPECIALTY
Address HATELY BROS.

be a conservative estimate to say that this association, through its work and efforts, has saved to every slaughterer from 8 to 10 cents upon every animal slaughtered and a proportionate amount to those handling the products."

Mr. Agar. By having the regulations, as we thought, modified, but not hurting the law in any respect. For instance, take the matter of our offal tanks. Instead of putting carbolic acid or something of that kind in our product we are allowed to dump offal in on that which discolors it so that it can not be used for anything except for soap purposes. If we were to put in creosote and carbolic acid, as they thought at one time we ought to do, that product would become practically worthless, whereas now it has a value and there is no chance of its becoming edible.

[EDITOR'S NOTE.—The testimony of General Michael Ryan, also a former president of the American Meat Packers' Association, will appear in the next issue.]

MIDWEEK PROVISION REVIEW.

(Special Letter to The National Provisioner from L. J. Schwabacher & Co.)

Chicago, March 30.—The provision market closes tonight with little change from last Wednesday's prices. The market during the past week has made new high records, but all the ground gained was wiped out in the declines of yesterday and today. Sentiment has changed to a large degree as the high prices seem at last to be cutting down consumption materially. The export demand for lard is almost nil, and in spite of the fact that one of the packers claims to have stripped 4,000 bbls. of pork, our reports show that the stocks of both pork and lard will show an increase for the month. The week has also seen a general evening up, the outside packing firm who were the heaviest shorts covering most of their line, while several of the large local traders have taken

their profits. This has and will continue to weaken the situation. With the hogs averaging 220 lbs., it will not take many to fill up the present small trade, and we therefore for the first time in months advise our customers to sell on the bulges, although with caution, as the market is still very nervous.

CHICAGO FERTILIZER MARKET.

(Special Letter to The National Provisioner from Sterne & Son Co.)

Chicago, Ill., March 30, 1910.—Conditions prevailing in the ammoniate market are very much as they have been for the past week or two. Prices are, if anything, a shade higher than they were, owing to continued scarcity of both blood and tankage. The demand continues at full prices and it is anticipated that all stocks will be about exhausted in another two or three weeks. (Quotations on page 41.)

Armour's Anhydrous Ammonia

Pure, Dry, Volatile



☐ Absolutely pure and free from moisture and all foreign substances. Possesses low boiling point, therefore the greatest cold producing and ice making power. **Manufactured solely from a mineral base.** Every cylinder subject to *your* most rigid test before using. ☐ Descriptive booklet, with testimonials, furnished upon request. ☐ Stock depots at all convenient points throughout the United States.

STOCK DEPOTS:

ALLEGHENY—Armour & Co.
ATLANTA—Armour & Co.
BALTIMORE—Armour & Co.
BIRMINGHAM—Armour & Co.
BOSTON—The Armour Ammonia Works.
BUFFALO—Armour & Co.
CAMDEN, N. J.—Armour & Co., 917 Noble St., Philadelphia.
CHICAGO—The Armour Ammonia Works.
CLEVELAND—Armour & Co.
COVINGTON, KY.—Armour & Co., Cincinnati.
DALLAS—Armour & Co.
DENVER—Armour & Co.

DETROIT—Baird & West.
EAST ST. LOUIS—Armour & Co.
EL PASO—Armour & Co.
FORT WORTH—Armour & Co.
HOUSTON—Armour & Co.
INDIANAPOLIS—August Hoffman, Majestic Bldg.
JACKSONVILLE—Armour & Co.
KANSAS CITY—Armour Packing Co.
LOS ANGELES—Western W. Drug Co.
LOUISVILLE—Armour & Co.
MILWAUKEE—Armour & Co.
NEW ORLEANS—Armour Packing Co. of La., Ltd.
NEW YORK—The Armour Ammonia Works.

NORFOLK, VA.—Armour & Co.
OMAHA—Armour & Co., South Omaha.
PHILADELPHIA—Armour & Co., 917 Noble St.
PROVIDENCE, R. I.—Armour & Co.
SALT LAKE CITY—Armour & Co.
SAN FRANCISCO—308 Postal Telegraph Bldg.
SAVANNAH—Armour & Co.
SEATTLE, WASH.—Armour & Co.
SPOKANE—Armour & Co.
ST. LOUIS—Armour & Co.
ST. PAUL—Armour & Co.
WASHINGTON, D. C.—Armour & Co.
WILMINGTON, DEL.—Armour & Co.

The Armour Ammonia Works, Chicago, Ill.

Owned and Operated by **ARMOUR & COMPANY**

PROVISIONS AND LARD

WEEKLY REVIEW

All articles under this head are quoted by the bbl. except lard which is quoted by the cwt. in tcs., pork and beef by the bbl. or tierce and hogs by the cwt.

Record Prices Again Made—Market Nervous —Live Hog Supplies Still Small—Record Hog Prices—Distribution Moderate.

Conditions which have been in evidence for months past continued in force during the past week with no developments of character to change the situation in a way suggestive of important recession in values. The movement of hogs was small. Hog packing is continuing disappointing and stocks of product are light. The trade has reached the conclusion that supplies are not to increase to any extent for some months to come and is taking the situation the very best it can.

With the heavy falling off in hog packing there would be ordinarily an enormous decrease in stocks if there was any supply of volume to draw upon but with the small stocks there is no other way for the consumption to be satisfied than to be reduced and the distribution has apparently been in line with the decrease in the supply. Some changes of stock will undoubtedly be shown in the first of April report but with stocks already small there will be very little help in this direction.

If, however, there should be any increase of volume in the stocks reported it would have considerable weight in the situation in view of the fact of the very small stocks of produce to start with and of the very small packing. Since the first of March the packing of hogs at western points has fallen off a full third. With such a reduction in packing of hogs it would naturally be expected that the stocks would be reduced and this would be the case under ordinary circumstances. The extraordinary prices which have been pre-

vailing, however, have in a way been an offset to the supply and have restricted the demand to the smallest possible figures. Buyers have not been willing to take more than they could see the immediate outlet for and even with the price of fats for months ahead holding within a fraction of the spot market there has been but little disposition to buy for forward deliveries.

Not only has the distribution been restricted for home account but the distribution for export has been also very much restricted. The apparent decrease, however, compared with last year in the shipments is not so pronounced as it was earlier in the season as the shipments at this period a year ago had fallen to very small proportions. The prospect of an increase in the supply of live stock is a factor which is being very carefully studied in every way. The forthcoming statement of the Department of Agriculture to be issued in April giving the number of breeding sows in the country compared with last year and the loss by disease during the year to live stock generally will be of a very great deal of interest.

Last year the April report gave the number of breeding sows in the country on April 1st at 96.9 per cent. of the preceding year. The condition of swine on April 1st in general healthfulness was given at 94.4 compared with 95.3 the preceding year and the average condition of 94 for ten years. The loss during the year from diseases have been 5.1 per cent. against 5.2 per cent. during 1908 and an average loss of 5.9 per cent. for ten years. In April, 1908, the reports made the number of breeding sows in the country 96.8 per cent.

of the preceding year. In April 1907, the number of sows was given at 104.9 per cent. of the total on hand in 1906. These figures show that for two years ending with last season there was a steady decrease in the number of these animals. This year in view of the fact that the government report issued in February showing the total number of swine in the country, made a reduction of over 6,000,000 in the total on hand for the year, this would indicate that the total to be reported this season will be likely to show another decrease which would make a very important falling off in the total compared with April 1st, 1906.

To start with it is necessary to have low-priced feeding stuffs and during this period of decline the number of hogs in the country there has been a very high level of feeding stuffs of all kinds. This has been particularly marked the past two years and as a result of these conditions and the fact that the prices at which hogs and feed stuffs were selling it did not pay to raise hogs resulted in a very steady falling off in the number of hogs and a limited increase in the number of other live stocks.

If the season should be a fortunate one this year as far as the feeding crops are concerned and the output of corn, oats, barley and other feed stuffs could be sufficiently increased to bring about a fairly reasonable level of prices there would undoubtedly be a very decided gain in the number of live stock in the country. At the present prices which have recently prevailed for live stocks there has been every temptation to sell everything available and this condition may militate seriously against

THE W. J. WILCOX

LARD AND REFINING COMPANY

NEW YORK
Offices: 27 Beaver Street

Refiners of the Celebrated
Wilcox and Globe Brand

**PURE
REFINED
LARD**



the rapid increase which should be seen in order to bring about a reasonable level for food stuffs.

BEEF.—The demand is light but the market

SEE PAGE 43 FOR FRIDAY'S MARKETS.

is firm on the small stocks. Quotations are normal. Family, \$19.00@19.50; mess, \$15.00@16.00; extra India mess, \$29.00@30.00.

PORK.—The market is very firm but trade is slow. Mess is quoted at \$27.25@27.50; clear, \$26.50@29.00, and family, \$27.50@28.00.

LARD.—The reaction in Western futures this week has brought a little recession in spot prices. Trade has been light. City steam lard, \$14.12½@14.25; Western, \$14.50, and Middle West, \$14.35@14.45; Continent, \$14.50; South American, \$15.50; Brazil kegs, \$16.50; compound, 10¼@10½c.

EXPORTS OF HOG PRODUCTS.

Exports of hog products from New York reported up to Wednesday, March 30, 1910, were as follows:

BACON.—Baracoa, Cuba, 3,084 lbs.; Bristol, England, 15,563 lbs.; Colon, Panama, 400 lbs.; Genoa, Italy, 37,999 lbs.; Glasgow, Scotland, 100,497 lbs.; Havana, Cuba, 23,767 lbs.; Hull, England, 60,696 lbs.; Hamilton, W. I., 3,417 lbs.; Kingston, W. I., 1,249 lbs.;

London, England, 20,052 lbs.; Liverpool, England, 256,381 lbs.; Manchester, England, 3,280 lbs.; Nuevitas, Cuba, 19,699 lbs.; Para, Brazil, 21,034 lbs.; Rio Janeiro, Brazil, 3,300 lbs.; St. Johns, N. F., 1,000 lbs.; Santiago, Cuba, 27,967 lbs.; San Domingo, S. D., 770 lbs.; Trinidad, W. I., 5,325 lbs.

HAMS.—Antwerp, Belgium, 36,700 lbs.; Amsterdam, Holland, 1,662 lbs.; Cayenne, French Guiana, 2,039 lbs.; Colon, Panama, 22,144 lbs.; Cartagena, Venezuela, 605 lbs.; Copenhagen, Denmark, 3,476 lbs.; Demerara, British Guiana, 3,261 lbs.; Guadeloupe, W. I., 2,247 lbs.; Glasgow, Scotland, 194,619 lbs.; Havre, France, 582 lbs.; Hamilton, W. I., 4,038 lbs.; Havana, Cuba, 12,298 lbs.; Hull, England, 219,502 lbs.; Kingston, W. I., 2,906 lbs.; London, England, 221,800 lbs.; Liverpool, England, 807,321 lbs.; Maracaibo, Venezuela, 15,776 lbs.; Manchester, England, 29,912 lbs.; Nuevitas, Cuba, 9,359 lbs.; Paramaribo, Dutch Guiana, 5,165 lbs.; Port au Prince, W. I., 18,904 lbs.; Port Limon, C. R., 989 lbs.; Puerto Plata, S. D., 2,981 lbs.; Santiago, Cuba, 17,380 lbs.; St. Kitts, W. I., 2,494 lbs.; Southampton, England, 6,776 lbs.; San Domingo, S. D., 3,556 lbs.; St. Thomas, W. I., 658 lbs.; St. Johns, N. F., 16,135 lbs.; Trinidad, W. I., 5,531 lbs.; Turks Island, W. I., 731 lbs.

LARD.—Antwerp, Belgium, 170,694 lbs.; Aberdeen, Scotland, 69,542 lbs.; Amsterdam, Holland, 3,500 lbs.; Bremerhaven, Denmark, 2,200 lbs.; Baracoa, Cuba, 7,674 lbs.; Belfast,

Ireland, 7,000 lbs.; Buenaventura, Colombia, 6,628 lbs.; Bristol, England, 321,300 lbs.; Christiania, Norway, 16,500 lbs.; Copenhagen, Denmark, 209,279 lbs.; Cardiff, Wales, 85,600 lbs.; Colon, Panama, 18,208 lbs.; Cayenne, French Guiana, 7,000 lbs.; Cartagena, Venezuela, 18,730 lbs.; Colon, Panama, 12,049 lbs.; Cape Town, Africa, 42,266 lbs.; Curacao, Leeward Islands, 7,569 lbs.; Demerara, British Guiana, 3,893 lbs.; Delagoa Bay, Africa, 5,865 lbs.; Dundee, Scotland, 17,500 lbs.; Gibraltar, Spain, 7,000 lbs.; Glasgow, Scotland, 141,164 lbs.; Guayaquil, Ecuador, 3,932 lbs.; Guadeloupe, W. I., 4,700 lbs.; Havre, France, 17,451 lbs.; Hamburg, Germany, 425,597 lbs.; Havana, Cuba, 60,058 lbs.; Hull, England, 544,563 lbs.; Hamilton, W. I., 1,300 lbs.; Kingston, W. I., 2,714 lbs.; Kolding, Denmark, 30,956 lbs.; Leith, Scotland, 58,721 lbs.; London, England, 467,640 lbs.; Liverpool, England, 485,236 lbs.; Maracaibo, Venezuela, 892 lbs.; Manchester, England, 389,861 lbs.; Newcastle, England, 23,100 lbs.; Nuevitas, Cuba, 42,216 lbs.; Puerto Plata, S. D., 1,713 lbs.; Paramaribo, Dutch Guiana, 1,085 lbs.; Port Limon, C. R., 9,635 lbs.; Port au Prince, W. I., 139,274 lbs.; Plymouth, England, 2,800 lbs.; Para, Brazil, 21,410 lbs.; Randers, Denmark, 13,274 lbs.; Rotterdam, Holland, 716,005 lbs.; Riga, Russia, 44,779 lbs.; St. Thomas, W. I., 3,774 lbs.; St. Kitts, W. I., 17,473 lbs.; Southampton, England, 115,418 lbs.; St. Johns, N. F., 32,000 lbs.; Stockton, England, 2,800 lbs.; San Domingo, S. D., 18,299 lbs.; Santiago, Cuba, 27,220

(Continued on following page.)

EXPORTS SHOWN BY STEAMERS.

Exports of commodities from New York to foreign ports for the week ending Saturday, March 26, 1910, as shown by Williams & Terhune's report, are as follows:

Steamer and Destination.	Cake. Bbls.	Oil Cottonseed Bbls.	Bacon and Hams Boxes.	Tallow Pkgs.	Beef Pkgs.	Pork Pkgs.	Lard Bbls.
Baltic, Liverpool		142	2574	50	76	332	1301
Mauretania, Liverpool			252	710	56		340
*Minneapolis, London			191		15		495
Buffalo, Hull			486			25	1710
*New York City, Bristol			25		25		8500
*Furnessia, Glasgow			631		160	50	471
President Grant, Hamburg	2200	50			164	5	275
Sicilian Prince, Hamburg	1100						762
Ryndam, Rotterdam	7250	757			30		425
Zeeland, Antwerp			70			153	150
Kronprinzessin Cecilie, Bremen					130		2000
Floride, Havre	3636						
La Gascogne, Havre							40
Roma, Marseilles	550						
Fried'h der Grosse, Med'anean	150		75				
Italia, Mediterranean	350						
Total	14736	1307	394	4762	50	656	565
Last week	7487	2525	3154	6668	109	494	850
Same time in 1909	11430	5607	974	8900	450	844	1039

*Cargo estimated by steamship company.

ADLER & OBERNDORF, Inc.

UNION STOCK YARDS, CHICAGO, ILL.

BUYERS OF
ALL GRADES

TALLOW AND GREASE

PLACE YOUR OFFERINGS BEFORE US

Mr. FRED K. HIGBIE

has been elected President of the American Meat Packers Supply Co., with offices in the

ROOKERY BUILDING, CHICAGO

He would be glad to hear from you whenever you are in the market for any of your requirements

NOW IS A GOOD TIME TO CONTRACT FOR YOUR VARIOUS NEEDS WHILE THE PRICES ARE AT THE BOTTOM

EXPORTS OF PROVISIONS

Exports of hog products for the week ending March 26, 1910, with comparative tables:

PORK, BBLIS.			
Week	Week	From	
Mar. 26, 1910.	Mar. 27, 1909.	Nov. 1, 1909.	
United Kingdom	612	1,112	13,542
Continent	288	53	4,754
So. & Cen. Am.	539	289	7,947
West Indies	598	781	19,456
Br. No. Am. Col.	218	55	4,580
Other countries	5		185
Total	2,560	2,240	50,544
MEATS, LBS.			
United Kingdom	3,897,850	9,547,975	128,583,500
Continent	53,125	634,408	5,487,000
So. & Cen. Am.	71,650	107,425	3,053,425
West Indies	168,250	147,275	3,815,725
Br. No. Am. Col.			83,490
Other countries	7,600	1,800	163,100
Total	4,195,475	10,438,883	141,156,240
LARD, LBS.			
United Kingdom	5,485,310	4,697,534	96,924,296
Continent	3,864,830	4,251,701	56,102,967
So. & Cen. Am.	207,800	116,700	6,356,900
West Indies	827,300	743,450	19,587,250
Br. No. Am. Col.	4,000	650	177,188
Other countries	51,300	25,000	564,850
Total	10,500,660	9,835,035	173,683,451

RECAPITULATION OF THE WEEK'S EXPORTS.			
	Pork, bbls.	Meats, lbs.	Lard, lbs.
New York	2,142	2,387,525	4,279,550
Boston	68	481,950	745,060
Philadelphia		160,020	360,000
Baltimore	100		1,767,450
New Orleans	476	26,000	644,000
Galveston			429,000
St. Johns		627,000	1,073,000
Portland	74	567,000	1,003,000
Total week	2,860	4,195,475	10,500,660
Previous week	2,208	6,217,400	8,474,649
Two weeks ago	1,685	5,064,825	8,436,825
Cor. week last y'r	2,240	10,438,883	9,835,035

COMPARATIVE SUMMARY OF EXPORTS.			
	From Nov. 1, 1909, to date.	Same time last year.	Decrease.
Pork, lbs.	10,108,600	13,560,600	3,451,800
Meats, lbs.	141,156,240	220,111,154	78,954,914
Lard, lbs.	173,683,451	278,634,500	104,951,049

OCEAN FREIGHTS.

	Liverpool, Per Ton.	Glasgow, Per Ton.	Hamburg, Per 100 lbs.
Beef, per tierce	15/	15/	15@24c.
Oil cake	7/6	8c.	@ 8c.
Bacon	15/	15/	15@24c.
Lard, tierces	15/	15/	15@24c.
Cheese	20/	25/	@48c.
Canned meats	15/	15/	15@24c.
Butter	25/	30/	@48c.
Tallow	15/	15/	15@24c.
Pork, per barrel	15/	15/	15@24c.

TALLOW, STEARINE, GREASE and SOAP

WEEKLY REVIEW

TALLOW.—The tallow market has been very firm during the week and prices have shown a further advance with very little for sale on the rise. The market for city tallow has advanced to 7¼c. with about 275 hogsheads selling at that price. The market for special tallows was advanced 7¼c. bid and country tallow is very firm. On Thursday three cars of specials were reported sold at 8½c. Good quality has been in demand and full prices have been bid without bringing reply excepting occasionally. Edible tallow is scarce and strong and there is very little to be had.

The advance in the market is simply a continuation of the conditions which have been in evidence for weeks past. The supplies have been very small and when demand did come in the market there was no available stuff for sale and prices were easily put up. This has been the position of the market on all greases and fats for weeks past. There has been no accumulation and with the absence of accumulation it has been difficult to buy stuff when the trade came in the market.

Both domestic oils and fats and foreign oils and fats have been stronger and supplies have been very scarce. There has been a further advance in bean oil and cocoanut and palm oils have been higher. The offerings have been small and while the demand has not been active the supplies have been readily absorbed.

The movement of cattle last week showed some increase at Western points, gaining about 18,000 head over the previous week and the total was 26,000 in excess of a year ago, but the supply of hogs continues so small that the total slaughter of fat producing animals is so extremely limited that the available supply of fats of all kinds show a very limited quantity. The average price of cattle last week was strong, gaining 35c. a hundred over the previous week, with the average \$7.70, compared with \$6.15 a year ago and \$5.45 the average for the past ten years.

Quotations: City tallow, prime, 7¼c. in tcs.; country, as to quality, 6¾@7½c. tcs., as to quality; specials, 7½@8½c.

SEE PAGE 43 FOR FRIDAY'S MARKETS.

STEARINE.—The position of the stearine market has continued very firm and there has been a further hardening in values. Offerings have been small and the market has been advanced with rather light transactions. Some sales were reported as high as 18½c. and there were reports of sales as high as 20c. at the West. The strength in lard and

the strength in compound lard have had a direct bearing on the situation but the market has also been influenced by apparently limited supplies offering on the market.

The strength of tallow has been another factor in the situation. The price of tallow now is over ¼c. a pound higher than when stearine was at this price on the last advance and this makes a good deal higher cost for the raw material. Oleo oil is firm and there has been a good distribution for that oil on the other side.

The buying of stearine by compound makers has not been aggressive but the demand for compound has been good and as a result the offerings of stearine on the market have been absorbed at steadily advancing prices. There has not been enough production to bring any pressure. Buyers have been very cautious, however, and have been unwilling to pay the advance unless compelled to.

LARD OIL.—The market is very quiet with only small lots reported. Prices are quoted at \$1.20@1.25.

COCOANUT OIL.—The demand continues good and prices are very firm. Cables show decided firmness and offerings are light. Quotations in New York: City or Ceylon, spot, 9½@9¼c.; do., shipments, 9½@9¼c.; Cochin, spot, 10@10¼c.; shipments, 9½@10c.

PALM OIL.—The market has advanced both on the spot and in foreign markets. Offerings are light both on the spot and for shipment, while demand is good. Prices in New York are for prime red spot, 7@7¼c.; do., to arrive, 7@7¼c.; Lagos, spot, 7¼@7¾c.; do., to arrive, 7½@7.20c.; palm kernels, spot, 9@9¼c.

CORN OIL.—Prices were advanced this week with other oils to \$6.95@7.

NEATSFOOT OIL.—The market is firm, with very light offerings. For 20 cold test, 95@97c.; 30 do., 85@86c.; 40 do., water white, 80c.; prime, 70c.; low grade off yellow, 65c.

BEAN OIL.—The market was active and strong with spot prices quoted at 7½@7¾c. and shipments 7¼@7¾c. for English made.

OLEO OIL.—Primes continue very firm with prices held with confidence on the strength of tallow. Rotterdam quoted 78@79 florins; New York quotes 14c. for extra; medium, 10@10¼c.

LARD STEARINE.—The market is firm with very light trade. Prices are quoted at 15¼@15½c.

GREASE.—The demand is of good proportions and prices are very firm. Western prices continue at a premium on local. Quotations in New York: Yellow, 6¾@7¼c.; bone, 6¾@7½c.; nominal; house, 6¾@7¼c.; "B" and "A" white, 7½@8c., nominal.

GREASE STEARINE.—The market is quiet with prices firm. Quotations: Yellow, 6¾@7¼c.; and white at 7¼@7½c.

EXPORTS OF HOG PRODUCTS.

(Concluded from preceding page.)

lbs.; Stavanger, Norway, 15,953 lbs.; Teneriffe, Africa, 2,800 lbs.; Tumaco, Colombia, 4,575 lbs.; Turks Island, W. I., 2,702 lbs.; Trinidad, W. I., 74,290 lbs.; West Hartlepool, England, 140,723 lbs.

LARD OIL.—Delagoa Bay, Africa, 60 gals. **PORK.**—Cayenne, French Guiana, 127 lbs.; Demerara, British Guiana, 144 lbs.; Glasgow, Scotland, 175 bbls.; Guadeloupe, W. I., 8 bbls.; Jacmel, Haiti, 25 bbls.; Kingston, W. I., 63 bbls.; London, England, 50 bbls.; Liverpool, England, 235 bbls.; Paramaribo, Dutch Guiana, 201 bbls.; Port au Prince, W. I., 157 bbls.; San Domingo, S. D., 12 bbls.; St. Johns, N. F., 791 bbls., 5 tcs.; St. Kitts, W. I., 139 bbls.; St. Thomas, W. I., 21 bbls.; Turks Island, W. I., 9 bbls.; Trinidad, W. I., 303 bbls.

SAUSAGE.—Colon, Panama, 52 pa.; Genoa, Italy, 25 pgs.

EXPORTS OF BEEF PRODUCTS.

Exports of beef products from New York reported up to Wednesday, March 30, 1910.

BEEF.—Antwerp, Belgium, 85 bbls.; Bremen, Germany, 50 bbls.; Christiania, Norway, 50 bbls.; Cardiff, Wales, 25 tcs.; Cayenne, French Guiana, 305 bbls.; Colon, Panama, 176,125 lbs., 18 bbls.; Curacao, Leeward Islands, 15 pa.; Copenhagen, Denmark, 75 bbls.; Delagoa Bay, Africa, 25 tcs.; Guadeloupe, W. I., 67 bbls.; Glasgow, Scotland, 50 tcs.; Hull, England, 25 bbls.; Hamburg, Germany, 154 bbls.; Hamilton, W. I., 31,920 lbs.; Jacmel, Haiti, 13 bbls.; Jamaica, W. I., 16 bbls.; Kingston, W. I., 42 bbls., 513 lbs.; London, England, 213,831 lbs., 50 tcs.; Liverpool, England, 424,387 lbs., 115 tcs.; Mauritius, W. I., 50 tcs.; Martinique, W. I., 10 bbls.; Paramaribo, Dutch Guiana, 87 bbls., 5 tcs.; Port au Prince, W. I., 50 bbls.; Port Limon, C. R., 8 bbls.; Rotterdam, Holland, 25 bbls.; St. Kitts, W. I., 74 bbls.; Southampton, England, 420,877 lbs.; St. Johns, N. F., 1,156 bbls.; Trinidad, W. I., 63 bbls., 47 tcs.; Turks Island, W. I., 6 bbls.

OLEO OIL.—Constantinople, Turkey, 25 tcs.; Copenhagen, Denmark, 448 tcs.; Christiansand, Norway, 25 tcs.; Christiania, Norway, 525 tcs.; Gothenberg, Sweden, 140 tcs.; Hamburg, Germany, 1,025 tcs.; Hull, England, 70 tcs.; Haugesund, Norway, 35 tcs.; London, England, 150 tcs.; Manchester, England, 100 tcs.; Randers, Denmark, 35 tcs.; Rotterdam, Holland, 2,830 tcs.; St. Johns, N. F., 603 tcs.; Stavanger, Norway, 105 tcs. From Baltimore to Hamburg, Germany, 250 tcs.

OLEOMARGARINE.—Curacao, Leeward Islands, 4,300 lbs.; Colon, Panama, 5,660 lbs.; Cartagena, Venezuela, 1,000 lbs.; Ham-

Corn Oil Cotton Oil Cocoanut Oil Palm Oil

AND ALL SOAP MATERIALS

WELCH, HOLME & CLARK CO.

383 West St., New York

ilton, W. I., 1,070 lbs.; Kingston, W. I., 6,831 lbs.; Paramaribo, Dutch Guiana, 1,104 lbs.; Port Limon, C. R., 2,000 lbs.; Port Antonio, W. I., 2,900 lbs.; Port au Prince, W. I., 17,110 lbs.; St. Thomas, W. I., 4,290 lbs.; Santiago, Cuba, 1,920 lbs.; San Domingo, S. D., 1,950 lbs.; St. Kitts, W. I., 11,525 lbs.; Trinidad, W. I., 11,480 lbs.

TALLOW.—Buenaventura, Colombia, 4,180 lbs.; London, England, 78,625 lbs.; Liverpool, England, 19,211 lbs.; St. Kitts, W. I., 1,800 lbs.

TALLOW OIL.—Glasgow, Scotland, 20 bbls.

TONGUE.—Antwerp, Belgium, 8 bbls.; Colon, Panama, 4 bbls.; Hull, England, 260 cs.; Liverpool, England, 86 bbls.

CANNED MEATS.—Amsterdam, Holland, 125 cs.; Bristol, England, 704 cs.; Buenos Aires, A. R., 18 cs.; Cardiff, Wales, 100 cs.; Cayenne, French Guiana, 254 pa.; Colon, Panama, 21 cs., 280 pa.; Cape Town, Africa, 826 cs.; Delagoa Bay, Africa, 301 pgs.; Demarara, British Guiana, 64 cs.; Glasgow, Scotland, 940 cs.; Hamilton, W. I., 10 pa.; Hamburg, Germany, 120 cs.; Havana, Cuba, 50 pa.; Hull, England, 80 cs.; Havre, France, 10 pgs.; Kingston, W. I., 78 cs.; Liverpool, England, 845 cs.; London, England, 874 cs.; Manchester, England, 629 cs.; Malta, Island of, 40 cs.; Maracaibo, Venezuela, 26 cs.; Puerto Plata, S. D., 33 cs.; St. Thomas, W. I., 62 cs.; Santiago, Cuba, 100 cs.; San Domingo, S. D., 24 cs.; Southampton, England, 325 cs.; Trinidad, W. I., 58 cs.

INVITED TO CRUSHERS' CONVENTION.

The fourteenth annual convention of the Inter State Cotton Seed Crushers' Association will be held at Little Rock, Ark., on May 24, 25 and 26. President A. D. Allen, of the Inter State Association, who is a resident of Little Rock, has issued a hearty invitation to all cotton oil men and those affiliated with them to attend the convention and be the guests of the Arkansas crushers. Little Rock has fine, modern hotel accommodations and a programme of business and entertainment is being prepared which will be unexcelled.

The annual meeting of the Rules Committee was to have been held at Memphis, Tenn., next Tuesday, April 5. Announcement is made by Secretary Gibson that this meeting has been postponed until May 23, the day before the convention, when the committee will meet at Little Rock.

BULGARIAN MARKET FOR COTTON OIL.

One of the countries visited by Special Agent Brode of the Bureau of Manufactures on his recent Eastern trip of investigation of foreign markets for cottonseed products was Bulgaria. At that time there was a Bulgarian government regulation compelling the denaturing of all imported cottonseed oil, which destroyed the Bulgarian market for American oil.

It is now reported that indications are favorable for early removal of the obnoxious denaturation stipulation in the Bulgarian tariff in regard to cottonseed oil. Should the removal be secured it is believed that a large outlet will be opened for our oil in that market. There are in the neighborhood of 18,000 to 20,000 barrels of olive oil consumed annually in Bulgaria. The olive oil generally used in that country is poor in quality and the price very high, and it is reasonable to believe that cottonseed oil might in a few years supplant olive oil, especially as it is more palatable than the grade of olive oil used, and the price of the cotton oil is much less.

Louisville Cotton Oil Co.



LOUISVILLE BUTTER OIL
PROGRESS BUTTER OIL
PROGRESS COOKING OIL
IDEAL CHOICE WHITE COOKING OIL
ROYAL PRIME SUMMER YELLOW
ACIDITY SUMMER WHITE SOAP OIL

OFFICE AND REFINERY FLOYD & K STS.

P.O. STATION "E" LOUISVILLE, KY.

CABLE ADDRESS

"COTTON OIL" LOUISVILLE.

CODES USED—PRIVATE "TWENTIETH CENTURY A.B.C.", 4TH AND 5TH EDITION, "WESTERN UNION" AND "LIEBERS."



KEEP SMILING

THESE BRANDS WILL KEEP YOU HAPPY

ALSO FIRST IF NOT ONLY

LICENSED AND BONDED COTTON SEED OIL WAREHOUSE

IN UNITED STATES
WRITE FOR FULL INFORMATION

Garbage Disposal Plants

DIGESTORS, DRYERS AND PERCOLATORS
WE HAVE THE MOST ECONOMICAL SYSTEM KNOWN. WE SAVE THE LARGEST PER CENT. OF GREASE. WE DESIGN, MANUFACTURE AND ERECT COMPLETE PLANTS OF ANY CAPACITY.

The C. O. Bartlett and Snow Co.
CLEVELAND, OHIO, U. S. A.

COTTONSEED OIL SITUATION.

(Special Letter to The National Provisioner from
(Aspegren & Co.)

New York, March 31, 1910.—During the past week trading was again of tremendous proportions. The Exchange records show total sales of some 212,000 barrel lots up to March 21, as compared with only some 97,000 barrels for the whole month of March last year. It looked like an evening up of contracts, or, in other words, the "longs" seemed satisfied to take profits and the "shorts" to take their losses. The high prices for the week were: March, \$7.81; May, \$7.78; July, \$7.83; September, \$7.90; October, \$7.66; November, \$7.25; December, \$7.05. At the high level the market was flooded with selling orders, especially for new crop, and this continued to come in for the past three days and overwhelmed the buyers, causing the market for old crop deliveries to ease off some 9 to 12 points and the new crop deliveries some 25 to 30 points from top.

The buying of both the European and domestic consumers has been rather brisk during the past week, but principally for the better grades and nearby deliveries. The crude market has also had its innings. Buyers who did not get in when the scoop was made last week at \$6.67 found that if they wanted stocks that they would have to bid up for it. Very little seems to be for sale at present, as the mills appear to feel disposed to hold on to what little they have left. The general bids for Southeast crude are \$6.74 for immediate and \$6.93 for May. While old crop oil is at present feeling in a sentimental way the effect of the decline of new crop oil, still we believe that same will all be needed and we should ultimately see even higher prices for same than we have seen so far. As regards new crop oil, it begins to look as if we have seen the highest prices. The cry from Texas regarding the lack of moisture seems to have been worked to death and, strange to note, the average mill in Texas has been a rather liberal seller of new crop crude all during the drought time, and is even more so now since the drought is broken.

IF OUR
LABORATORY
HAS HAD
THE SAMPLE

THEN
YOU
KNOW

WHAT'S
WHAT

THAT'S
WHAT!

TRY IT
STERNE & SONS CO.
Just Brokers
LABORATORY
CHICAGO
Established 1886

COTTONSEED OIL

WEEKLY REVIEW

THE NATIONAL PROVISIONER is official Organ of the Interstate Cottonseed Crushers' Association, the Oil Mill Superintendents' Association of the United States, the Texas Cottonseed Crushers' Association, the South Carolina Cottonseed Crushers' Association, the Georgia Cottonseed Crushers' Association, and the Louisiana Cottonseed Crushers' Association.

Market Active—Trade Continues Heavy in All Deliveries—Prices Influenced by the Strength in Other Fats—Dry Weather in Texas Becoming a Factor — Market Weakens Later on Reports of Rains.

There has been a very firm market in cottonseed oil this week with the continuation of the heavy trade which was seen last week. Prices have been advanced to new high levels for all deliveries particularly the new crop deliveries, which have now all advanced to over 7c. a pound. The advance in the market has been accompanied by a decided hardening in the price of crude and the general hardening in all oils and fats has been a factor in the situation.

The trade in the future market has been unusually active this month and the transactions come close to 300,000 bbls. for the month and the value of the transactions is easily over \$7,000,000. This very large trade has been attracting a great deal of interest all over the country and there has been an important accession in outside interest.

Western operators have been buying in a speculative way the forward deliveries, particularly new crop positions and this buying has affected the entire list. On the advances there was a large amount of profit taking by holders and prices have shown some recession from the rise. The market for crude oil has been strong and has been advanced to

the highest quotations for the season with prices quoted up to 51½c. per gallon and this was reported freely bid the middle of the week. The recent buying of crude oil which is estimated as high as 300 tanks has apparently taken about all the oil off the market that was in any degree showing evidence of weakness and the crude oil mills are in a very independent position. They have stiffened prices and this has been a factor in the future market.

For a considerable time there was a good deal of business doing in new crop crude and at prices which permitted the selling of the late fall deliveries at a profit. Recently this condition has been changed owing to the advance in the price of new crop crude and very little business has recently been done.

The continued strength in lard and the advance in other oils and fats has been a feature of decided importance in the demand for near-by oil and in the consumption of cottonseed oil. The advance in tallow to new high record prices for the season, the advance in coconut oil, palm oil, bean oil and the comparatively small stocks of any fats in the market has all had a decided bearing on the situation in cottonseed oil. The demand for cottonseed oil still continues entirely for edible purposes and with the high price for other fats this demand is of record character this season.

The situation in the new crop deliveries is becoming one of decided importance as regards the prospects for the new crop cotton. The weather in Texas has been very dry and has aroused so much anxiety that there has been an active speculative interest and

higher future market as a result. The reports from Texas indicated that in certain sections it is so dry that there was grave doubt whether seed would germinate and unless there was a good general rain there might be a smaller acreage planted than contemplated and it might be planted under unsatisfactory conditions. Aside from this the weather has been very favorable throughout the entire belt for field work. There has been an absence of precipitation for some time and this has allowed farm work to be carried on very satisfactorily, and reports from all over the South show that unusual progress has been made. It is believed that the early and rapid advancement of farm work will be a very important factor in the acreage question this year.

Thursday there was a change in the weather conditions in Texas and rains were reported both by official and unofficial devices. The rain fall was claimed to be the best and most extensive in over a year. A fall of one-eighth to five inches was reported. The market was influenced by the report to some extent but there was active buying of near deliveries and notwithstanding extensive liquidation the market was quite steady. There was some weakening in the lard market which also had effect on the situation. New crop deliveries were heavy.

On the other hand the great strength in oils generally and the advance in tallow to new high levels makes holders confident, while the firmness of crude oil prevents pressure from that direction on near deliveries.

Closing prices, Saturday, March 26.—Spot, \$7.75@7.80; March, \$7.73@7.75; April, \$7.66

The
American
Cotton
Oil Co.



27 BEAVER STREET,
NEW YORK CITY

Cable Address:
"AMCOTOIL," New York.

**Cottonseed
Products.**

OIL, LINTERS,
CAKE, ASHES,
MEAL, HULLS.

**GOLD MEDALS
AWARDED**

Chicago, 1893.
San Francisco, 1894.
Atlanta, 1895.
Paris, 1900. Buffalo, 1901.
Charleston, S. C., 1902.
St. Louis, 1904.

KENTUCKY REFINING COMPANY

INCORPORATED 1885

COTTON SEED OIL

SNOWFLAKE—Choice Summer White Deodorized Oil

WHITE DAISY—Prime Summer White Deodorized Oil

DELMONICO—Choice Summer Yellow Oil

APEX—Prime Summer Yellow Oil

BUTTERCUP—Deodorized Summer Yellow Oil

NONPAREIL—Choice Winter Yellow Salad Oil

ECLIPSE—Choice Butter Oil

REFINERY AND GENERAL OFFICE, LOUISVILLE, KY. "Refinery" Louisville, U.S.A.

CABLE ADDRESS

@7.69; May, \$7.70@7.71; July, \$7.72@7.73; September, \$7.78@7.80; October, \$7.51@7.52; November, \$7.03@7.05; December, \$6.82@6.86; good off, \$7.40@7.75; off, \$7.40@7.75; winter, \$7.75@8.50; summer, \$7.80@8.50. Sales were: March, 600, \$7.70@7.76; May, 1,900, \$7.68@7.72; July, 2,100, \$7.71@7.73; September, 1,700, \$7.79@7.80; October, 1,500, \$7.50@7.52; November, 4,300, \$6.95@7.04. Futures closed unchanged to 11 advance. Total sales, 12,100. Prime crude S. E., \$6.67.

Monday, March 28.—Spot, \$7.65@7.85; March, \$7.65@7.85; April, \$7.67@7.69; May, \$7.71@7.73; July, \$7.77@7.78; September, \$7.85@7.86; October, \$7.55@7.59; November, \$7.13@7.15; December, \$6.92@7.01; good off, \$7.63@7.80; off, \$7.60@7.78; winter, \$7.85@8.49; summer, \$7.80@8.49. Sales were: March, 100, \$7.81; April, 300, \$7.68@7.72; May, 4,600, \$7.72@7.78; July, 8,600, \$7.75@7.83; September, 5,100, \$7.85@7.90; October, 2,200, \$7.58@7.66; November, 2,900, \$7.15@7.25; December, 1,800, \$7.01@7.05. Futures closed 8 decline to 10 advance. Total sales, 25,700. Prime crude S. E., \$6.67@6.73.

Tuesday, March 29.—Spot, \$7.65@7.70; April, \$7.66@7.69; May, \$7.69@7.70; July, \$7.74@7.76; September, \$7.83@7.84; October, \$7.50@7.52; November, \$7.08@7.10; December, \$6.87@6.96; January, \$6.80@7; good off, \$7.52@7.62; off, \$7.62@7.63; winter, \$7.90@8.10; summer, \$7.82@8.25. Sales were: May, 2,300, \$7.65@7.69; July, 6,200, \$7.72@7.75; September, 1,100, \$7.79@7.83; October, 3,100, \$7.47@7.52; November, 3,100, \$7.06@7.10. Futures closed 1 to 5 decline. Total sales, 15,800. Prime crude S. E., \$6.73@6.80.

Wednesday, March 30.—Spot, \$7.67@7.75; April, \$7.67@7.75; May, \$7.71@7.72; July, \$7.76@7.77; September, \$7.80@7.82; October, \$7.47@7.50; November, \$7.04@7.06; December, \$6.82@6.95; January, \$6.70@6.85; good off, \$7.45@7.68; off, \$7.66@7.67; winter, \$7.95@8.47; summer, \$7.81@8.20. Sales were: May, 5,700, \$7.69@7.73; July, 3,700, \$7.74@7.80; September, 600, \$7.78@7.84; October, 2,100, \$7.48@7.51; November, 1,600, \$7.05@7.08. Futures closed 2 advance to 10 decline. Total sales, 13,700. Prime crude S. E., \$6.87.

Thursday, March 31.—Spot, \$7.60@7.69; April, \$7.64@7.68; May, \$7.67@7.69; July, \$7.72@7.74; September, \$7.76@7.79; October, \$7.41@7.42; November, \$6.95@6.96; December, \$6.70@6.85; January, \$6.60@6.85; good off, \$7.40@7.68; off, \$7.60@7.64; winter, \$7.80@8.49; summer, \$7.75@8.49. Sales were: April, 200, \$7.69@7.70; May, 3,500, \$7.68@7.72; July, 3,100, \$7.74@7.76; September, 200, \$7.80; October, 6,600, \$7.42@7.48; November, 1,700, \$6.95@7.07. Futures closed 4 to 12 decline. Total sales, 14,300. Prime crude S. E., \$6.90@6.94.

COTTONSEED OIL EXPORTS

Exports of cottonseed oil reported up to March 30, 1910, and for the period since September 1, 1909, and for the same period 1908-9, were as follows:

From New York.

Port.	For week.	Since Sept. 1, 1909.	Same period, 1909-10.
Aalesund, Norway	—	50	50
Aberdeen, Scotland	—	75	75
Acajutla, Salvador	10	32	62
Adelaide, Australia	—	54	—
Alexandria, Egypt	—	1,668	2,676
Algiers, Egypt	—	748	4,982
Algoa Bay, Cape Colony	—	102	232
Amacola, Honduras	—	67	32
Amsterdam, Holland	—	50	50
Ancona, Italy	—	735	3,080
Antigua, West Indies	—	153	51
Antwerp, Belgium	—	1,330	2,420
Asuncion, Venezuela	—	—	10
Auckland, New Zealand	—	280	138
Aux Cayes, Haiti	—	7	—
Ayus, W. I.	—	14	102
Bahia, Brazil	—	38	—
Barbados, W. I.	—	652	692
Bari, Italy	—	—	150
Beira, E. Africa	—	226	—
Beirut, Syria	—	10	351
Belfast, Ireland	—	50	45
Belize, Br. Honduras	—	—	124
Bergen, Norway	25	440	525
Biscaglia, Italy	—	—	50
Bissau, Portuguese Guinea	—	—	5
Bombay, India	—	7	—
Bordeaux, France	—	50	2,291
Braia, Roumania	—	440	466
Bremen, Germany	—	—	375
Bridgetown, W. I.	—	—	60
Brisbane, Australia	—	—	10
Bristol, England	—	—	75
Buenos Aires, Arg. Rep.	257	8,026	6,935
Bukarest, Roumania	—	—	125
Calhaden, Cuba	—	33	6
Cairo, Egypt	—	246	457
Callao, Peru	—	354	13
Calcutta, India	—	5	—
Cape Town, Cape Colony	37	2,044	975
Cardenas, Cuba	—	8	6
Cardiff, Wales	—	—	35
Cartagena, Colombia	—	—	7
Carupano, Venezuela	—	4	28
Cayenne, Fr. Guiana	68	410	226
Christiania, Norway	50	2,764	1,181
Christiansand, Norway	—	105	175
Cienfuegos, Cuba	—	125	395
Ciudad Bolivar, Venezuela	—	58	97
Colon, Panama	94	1,516	829
Constantinople, Turkey	—	6,706	24,740
Copenhagen, Denmark	505	3,885	1,410
Corinto, Nicaragua	—	29	31
Cork, Ireland	—	300	—
Cristobal, Panama	—	10	—
Curacao, Leeward Islands	5	33	14
Dantze, Germany	—	430	300
Delegatch, Turkey	—	625	1,628
Delagoa Bay, E. Africa	11	451	140
Demerara, Br. Guiana	93	1,511	1,605
Dominica, W. I.	—	160	—
Drontheim, Norway	50	410	275
Dublin, Ireland	—	4,174	1,883
Dundee, Scotland	—	—	23
Dunkirk, France	—	600	165
E. London, Cape Colony	—	—	184
Fiume, Austria	—	—	225
Galatz, Roumania	—	3,217	5,981
Genoa, Italy	150	11,294	35,952
Georgetown, Br. Guiana	—	—	10
Gibara, Cuba	—	—	7
Gibraltar, Spain	—	150	200
Glasgow, Scotland	—	2,090	2,550
Göthenberg, Sweden	—	1,100	450
Grenada, W. Indies	—	—	11
Guadeloupe, W. I.	183	2,148	1,713
Guantanamo, Cuba	—	40	127
Halifax, N. S.	—	—	24
Hamburg, Germany	50	3,490	10,262
Hanko, Russia	—	—	20
Havana, Cuba	—	2,164	1,257
Havre, France	—	3,975	9,732
Helingsfors, Finland	—	10	20
Hull, England	75	900	195
Inagua, W. I.	—	—	7
Jacmel, Haiti	—	3	—
Jamaica, W. I.	—	125	—
Kavala, Turkey	—	—	200
Kingston, W. I.	83	2,121	2,108
Kobe, Japan	—	—	25
Koenigsberg, Germany	—	—	50
Kustendji, Roumania	—	1,950	5,899
La Guaira, Venezuela	—	12	152
La Libertad, Salvador	—	—	5
Leghorn, Italy	350	4,163	12,091
Liverpool, England	965	6,574	5,181
London, England	50	8,484	6,593
Macoris, San Domingo	—	111	405
Malmo, Sweden	—	230	150
Malta, Island of	—	1,238	2,134
Manaos, Brazil	—	—	6
Manchester, England	25	2,230	1,395
Manzanillo, Cuba	—	202	51
Maracaibo, Venezuela	4	55	182
Marseilles, France	—	6,240	33,211
Martinique, W. Indies	60	2,752	2,228
Matanzas, W. I.	—	142	41
Mauritius, Island of	—	—	24
Mazatlan, Mexico	—	11	—
Melbourne, Australia	—	70	235
Messina, Sicily	—	—	30
Monrovia, Liberia	—	—	14
Montego Bay, W. Indies	—	23	—
Monte Cristi, San Dom.	—	368	—

The Procter & Gamble Co.

REFINERS OF ALL GRADES OF

COTTONSEED OIL

Aurora, Prime Summer Yellow
Boreas, Prime Winter Yellow
Venus, Prime Summer White

Marigold Cooking Oil
Puritan Salad Oil
Jersey Butter Oil

Offices: CINCINNATI, O.

Cable Address: PROCTER, CINCINNATI, U. S. A.

Refineries: IVORYDALE, O.
PORT IVORY, N. Y.
KANSAS CITY, KAS.

SEE PAGE 48 FOR FRIDAY'S MARKETS.

ASPEGREN & CO.

Produce Exchange

NEW YORK CITY

EXPORTERS BROKERS

**WE EXECUTE
ORDERS
TO BUY OR SELL**

Cotton Seed Oil FUTURE DELIVERY

**ON THE N. Y.
PRODUCE
EXCHANGE FOR**

Write to us for particulars. Will wire you the daily closing prices upon request.

Montevideo, Uruguay	224	3,352	3,866
Naples, Italy	—	2,919	5,138
Newcastle, England	—	—	25
Nuevitas, Cuba	—	35	72
Oran, Algeria	—	433	812
Palermo, Sicily	—	—	805
Panama, Panama	—	—	34
Panderna, Asia	—	28	118
Para, Brazil	—	448	43
Paramaribo, Dutch Guiana	—	12	—
Paranaguá, Brazil	—	—	28
Pernambuco, Brazil	—	212	953
Phillippeville, Algeria	—	—	150
Piraeus, Greece	—	—	100
Patras, Greece	—	—	200
Point a Pitre, W. I.	—	—	240
Port Antonio, Jamaica	—	41	53
Port au Prince, W. I.	—	80	121
Port Barrios, C. A.	—	—	28
Port Cabello, Venezuela	—	73	124
Port Limon, Costa Rica	9	329	247
Port Maria, Jamaica	—	—	3
Port Natal, Cape Colony	—	—	12
Port of Spain, W. I.	—	—	20
Port Said, Egypt	24	146	460
Preveza, Turkey	—	—	25
Progreso, Mexico	—	153	94
Puerto Plata, San Dom.	101	1,211	645
Punta Arenas, C. R.	—	32	—
Ravenna, Italy	—	1,000	4,349
Rio Janeiro, Brazil	—	2,092	3,298
Rosario, A. R.	—	—	19
Rotterdam, Holland	1,376	28,735	27,392
St. Johns, N. F.	—	26	48
St. Kitts, W. I.	63	302	237
St. Lucia, W. I.	—	—	77
St. Martins, W. I.	—	—	195
St. Thomas, W. I.	4	35	32
Salonica, Turkey	—	1,121	4,722
Samana, San Dom.	—	—	156
Sanchez, San Domingo	—	52	163
San Domingo City, San Dom.	135	396	398
San Jose, C. R.	—	—	17
Santiago, Cuba	19	544	287
Santos, Brazil	—	241	109
Savajilla, Colombia	—	14	4
Sfax, Tunisia	—	—	47
Sierra Leone, Africa	—	41	—
Smyrna, Turkey	—	868	946
Sousa, Tunisia	—	—	450
Southampton, England	—	850	474
Stavanger, Norway	—	10	—
Stettin, Germany	—	150	2,450
Stockholm, Sweden	—	377	50
Surinam, D. Guiana	—	21	8
Sydney, Australia	35	126	14
Syracuse, Sicily	—	25	—
Tampico, Mexico	—	250	51
Tonsberg, Norway	—	250	—
Trieste, Austria	—	219	10,811
Trinidad, Island of	16	235	227
Trondheim, Norway	—	50	—
Tunis, Algeria	—	—	2,055
Valparaiso, Chile	—	2,890	2,157
Varna, Bulgaria	—	35	—
Venice, Italy	—	7,575	50,824
Vera Cruz, Mexico	—	332	626
Wellington, N. Z.	—	11	109
Yokohama, Japan	—	10	18
Total		5,233	167,760

From New Orleans.

Antwerp, Belgium	—	350	8,506
Belfast, Ireland	—	483	673
Bordeaux, France	—	25	173
Bremen, Germany	150	205	3,760
Christiana, Norway	—	5,865	1,600
Colon, Panama	—	21	219
Copenhagen, Denmark	—	550	4,010
Genoa, Italy	—	25	600
Glasgow, Scotland	—	965	2,879
Göteborg, Sweden	—	600	—
Hamburg, Germany	280	3,120	38,371
Havana, Cuba	—	287	1,730
Havre, France	—	502	3,292
Liverpool, England	100	630	12,937
London, England	—	2,475	11,776
Manchester, England	—	100	4,690
Marseilles, France	—	250	20,041
Naples, Italy	—	100	400
Odessa, Russia	—	—	50
Rotterdam, Holland	110	18,857	69,534
Santiago, Cuba	—	—	23

Stavanger, Norway	—	535	180
Trieste, Austria	—	—	6,570
Venice, Italy	—	600	—
Vera Cruz, Mexico	—	—	589
Total	630	30,551	102,909

From Baltimore.

Copenhagen, Denmark	—	50	—
Glasgow, Scotland	549	549	—
Hamburg, Germany	—	3,256	635
Havre, France	—	50	—
Rotterdam, Holland	—	105	400
Total	549	4,010	1,035

From Newport News.

Glasgow, Scotland	—	—	1,750
Hamburg, Germany	700	1,050	250
Liverpool, England	—	—	6,300
London, England	—	—	1,000
Rotterdam, Holland	—	3,750	1,650
Total	700	4,800	10,950

From All Other Ports.

Antwerp, Belgium	—	50	—
Canada	—	14,617	15,110
Hamburg, Germany	—	175	—
Liverpool, England	—	15	20
London, England	1,087	44,097	50,110
Rotterdam, Holland	—	—	2,825
Total	1,102	58,954	68,065

Recapitulation.

From New York	5,233	166,780	331,497
From New Orleans	630	36,551	192,909
From Galveston	—	4,938	32,632
From Baltimore	549	4,010	1,035
From Philadelphia	—	104	368
From Savannah	—	33,508	45,402
From Newport News	700	4,800	10,950
From Norfolk	—	5,075	5,750
From all other ports	1,102	58,954	68,065
Total	8,214	314,720	719,225

SOUTHERN MARKETS

Columbia.

(Special Wire to The National Provisioner.)

Columbia, S. C., March 31.—Crude cottonseed oil, 50c. bid for prompt, April or May Carolina. Crude stocks about all sold.

Atlanta.

(Special Wire to The National Provisioner.)

Atlanta, Ga., March 31.—Crude cottonseed oil, 51c. nominal. Meal dull at \$28, f. o. b. mills. Hulls dull at \$10 Atlanta. loose.

Memphis.

(Special Wire to The National Provisioner.)

Memphis, Tenn., March 31.—Cottonseed oil market dull; prime crude, 51½c. Prime 8 per cent. meal dull at \$28.25@28.50. Hulls steady at \$10, loose.

New Orleans.

(Special Wire to The National Provisioner.)

New Orleans, La., March 31.—Crude cottonseed oil firm at 50c. for Texas; 51c. for Valley; stocks the lightest known for years. Meal dull at \$33.75, long ton, ship's side. Cake nominal. Hulls unchanged.

Dallas.

(Special Wire to The National Provisioner.)

Dallas, Tex., March 31.—Cottonseed oil market quiet, \$6.60@6.66 for prime crude. Choice loose cake, \$28.50, f. o. b. Galveston.

CABLE MARKETS

Hamburg.

(By Cable to The National Provisioner.)

Hamburg, March 31.—Market is strong. Quotations: Prime summer yellow, 78 marks; choice butter oil, 83¼ marks; choice summer white, 82½ marks.

Rotterdam.

(By Cable to The National Provisioner.)

Rotterdam, March 31.—Market is firm. Quotations: Choice summer white, 47¼ florins; prime summer yellow, 45¼ florins; choice butter oil, 48½ florins.

Antwerp.

(By Cable to The National Provisioner.)

Antwerp, March 31.—Market is nominal. Quotations: Off oil, 92¼ francs.

Marseilles.

(By Cable to The National Provisioner.)

Marseilles, March 31.—Market is strong. Quotations: Prime summer yellow, 94¼ francs; prime winter yellow, 97 francs.

Liverpool.

(By Cable to The National Provisioner.)

Liverpool, March 31.—Market is steady. Quotations: Prime summer yellow, 37¼s.

SCIENTIFIC

OIL MILL MACHINERY

SEND FOR CATALOGUE

THE FOOS MFG. CO.

ESTABLISHED 1878

SPRINGFIELD, OHIO, U.S.A.

The Best Bait is Useless If there are no Fish in the Stream

☛ To you the best cleaning compound known is utterly worthless unless it actually does everything useful for you.

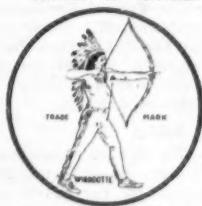
☛ It is not the mere fact of your having heard of the splendid results accomplished by

Wyandotte Butcher's Cleaner and Cleanser

that makes it valuable to you, nor does it benefit you to number among your acquaintances those who do use it and who are well pleased with it.

☛ Only when you use it and it does something useful for you is it worth the while. Will you not then send an order to your supply house asking them to ship you a keg or barrel of Wyandotte Butcher's Cleaner and Cleanser on condition that it does all we claim or it will cost you nothing? This is fair, then why not order today?

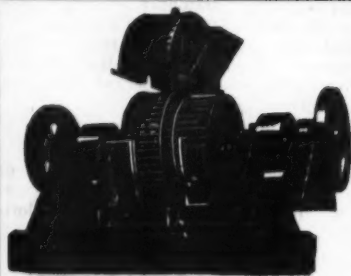
INDIAN IN CIRCLE.



IN EVERY PACKAGE.

THE J. B. FORD COMPANY, Sole Manufacturers, - Wyandotte, Mich., U. S. A.

Wyandotte Butcher's Cleaner and Cleanser Meets the Government Requirements

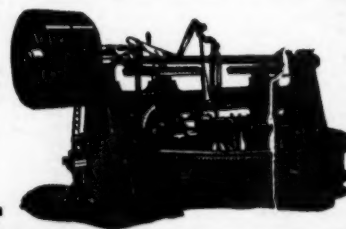


OUR MACHINERY is UP-TO-DATE, DURABLE— and Substantial in Construction

MANY years of practical experience have enabled us to find out the wants of the trade, and we are now prepared to offer the trade a complete line of machinery for the manufacture of Fertilizers. Complete plants a specialty

WE MAKE

DISINTEGRATORS, SCREENS, MIXERS,
ELEVATORS, DOUBLE MIXERS,
CRUSHING ROLLS, ROCK and BONE CRUSHERS, ROCK PULVERIZERS



STEDMAN FOUNDRY & MACHINE WORKS, Aurora, Ind.

Your Fire Insurance Is No Good

Unless fire or other misfortune occurs and then it is worth 100c. on the dollar IF it is properly written in Good Companies.

You cannot afford to trust the supervision of this IMPORTANT branch of your business to inexperienced hands. We make a specialty of Packing House Insurance and handle some of the largest accounts in the Country. We audit your Insurance accounts. We eliminate trouble BEFORE the fire occurs. We Guarantee lowest rates. We act as YOUR representative. We inspect your plant and prevent fires.

ROBERT H. HUNTER, Insurance

159 LA SALLE STREET, CHICAGO :: Telephone Randolph, 1610

Fire, Liability, Accident, Burglary, Automobile

NEW YORK :: BOSTON

HIDES AND SKINS

(Daily Hide and Leather Market)

Chicago.

PACKER HIDES.—Further sales have been made outside of those previously reported and the market this week has shown considerable activity. Most of the sales effected have been at full prices and the general tendency of the market continues firm. Packers are declining to offer April hides ahead and claim that March salting is running shorter haired than usual and they expect that tanners will take about all the long haired hides there are as the tanners are feeling an improvement in leather. Tanners state, however, that the long haired hides are even more undesirable this year than usual and that they are very heavily manured. Native steers are fairly active and it is estimated that further sales of these amounting to around 10,000 have been made at $14\frac{3}{4}$ @ $15c.$, including late March takeoff at the $14\frac{3}{4}$ price. There are some estimates that the total sales of native steers this week have amounted to 30,000, including those sold in combination with other hides by a big packer as has been previously reported. Two cars of October-November extreme light native steers sold at $14\frac{1}{2}c.$ Bids of $14\frac{1}{2}c.$ are declined for round lots of regular heavies of February and March salting. Texas steers continue firm. Last sales of heavies were at $16c.$ and packers are declining bids of $16c.$, $15c.$ and $14c.$ to sell April salting ahead in heavy, light and extreme weights. Butt brands are in good call and firm. Two large cars of February and March butt brands and Colorados together are reported sold by a big packer at the advanced price of $14c.$ Colorados are quoted firm now at $13\frac{3}{4}$ @ $14c.$, with most recent sales along with butt brands at the inside price but one sale up to $14c.$ with butt brands as noted above. Branded cows are also firm on the basis of $13c.$ for late salting lots and some packers have declined bids of $13c.$ to sell April salting ahead. Last sales of mid-winter stock at Northern points were at $12\frac{1}{2}c.$ and packers still ask $13\frac{1}{2}$ @ $14c.$ for Ft. Worth's alone. Native cows also rule firm with more demand. One sale is reported of 3,000 all last fall; light cows at $14\frac{1}{2}c.$ February light cows are being offered at $13\frac{1}{4}$ @ $13\frac{1}{2}c.$ and February and March heavy cows are offered at 14 @ $14\frac{1}{2}c.$, but no further sales of late salting noted in either. Native bulls of February and March salting are inactive at the last selling price of $12c.$ Branded bulls are being held at $11\frac{1}{2}$ @ $12c.$ in the Southwest and at $11c.$ at Northern points.

Later Wire.—There have been some fair-sized sales of late, but the market is not generally active. The small slaughter, however, keeps prices firm. In reference to the sales of native steers at $14\frac{3}{4}$ @ $15c.$ there were only a few January's that sold at $15c.$ and the bulk of the sales were later salting at $14\frac{3}{4}c.$ A report is current that a Canadian tanner bought 10,000 of the native steers that were sold. Further sales have been made today of several cars of late March native steers at $14\frac{3}{4}c.$ and there are plenty of bids of $14\frac{1}{2}c.$ refused for February-March salting together. Following the above sales 2,000 late March

native steers sold from a Southwestern Missouri river point at $15c.$ and these were taken as being better quality and condition than March salting at Northern points. It is rumored here that several cars of New York kosher butt brands and Colorados sold at $13\frac{3}{4}c.$

COUNTRY HIDES.—Dealers continue to hold prices very strong for such fall stock as remains on hand but they are disposed to be free sellers of all long haired hides. A fair demand continues for hides at outside points and further sales are reported including one car of late receipt 25 lb. and up cows at $11\frac{3}{4}c.$ Chicago freight. Chicago dealers are holding 25 lb. and up cows of December salting and including Novembers at $12\frac{1}{2}$ @ $12\frac{3}{4}c.$ and are asking $13c.$ for November salting alone but buyers as a rule are not willing to pay these prices and point to the fact that November and December all weight cows were last secured in the Northwest at $12c.$ Chicago freight. Bulls continue quotable here at $11\frac{3}{4}$ @ $12c.$ Late receipts including Southwestern are being offered at $11\frac{3}{4}c.$, but are not obtainable at under this price. Milwaukee tanners are bidding $11\frac{1}{4}$ @ $11\frac{1}{2}c.$, but are not securing anything. Bulls including January salting last sold at $12c.$ One car of mostly Southwestern all No. 2 buffs sold at $10\frac{1}{2}c.$, but most of the offerings of these are at $10\frac{3}{4}c.$ Heavy cows are also steady to firm at $11\frac{3}{4}$ @ $12c.$ for late receipts. Extremes continue quotable at $11\frac{3}{4}$ @ $12c.$ for good lots but tanners continue to refuse to bid over $11\frac{1}{4}$ @ $11\frac{1}{2}c.$ for poor mostly grubby stock coming from the Southwest. Heavy steers are being offered at $13c.$ running back in salting to January. Heavy bulls are held at $10\frac{1}{2}$ @ $11\frac{1}{2}c.$, according to lots and salting and fall lots held $12c.$ Branded hides are still neglected with ordinary countries nominal at 9 @ $9\frac{1}{2}c.$ flat.

Later.—Several cars of 25 lb. and up cows dating back in salting sold from Western points at $11\frac{3}{4}c.$ Chicago freight, and these hides had been held at $12c.$ Current receipt Michigan and Indiana 25 lb. and up cows are held at $12c.$, f. o. b. Mostly Southwesterns are held at $11\frac{3}{4}c.$ on selection Chicago freight and also at $10\frac{1}{2}$ @ $10\frac{3}{4}c.$ flat f. o. b. Missouri River. Chicago dealers are holding buffs and heavy cows that are mostly Westerns and including January salting at $12c.$ Western tanners are slow buyers of late receipt country hides and claim that big corporations are sustaining the market. Chicago hide dealers are only willing to buy February-March hides at safe prices.

DRY HIDES.—Firm in sympathy with foreign stock but quotations are unchanged.

HORSE HIDES are steady at $\$3.85$ @ $\$3.90$ for mixed lots and up to $\$4$ for cities.

CALFSKINS.—There are some offerings of outside cities and choice countries together which are being held on a veal selection at $16\frac{1}{2}c.$ Straight Chicago cities of current receipts are held at $17\frac{1}{4}$ @ $17\frac{3}{4}c.$ and packer calf is quoted at the same price. Choice outside cities alone are quoted at $16\frac{3}{4}$ @ $17c.$, and countries alone at 16 @ $16\frac{1}{4}c.$ All long haired kips are quoted at $10\frac{1}{2}$ @ $11c.$ for Southwesterns and 11 @ $11\frac{1}{2}c.$ for regular Westerns. Chicago city kips are quoted at $12\frac{1}{2}c.$ and packer kips are being held from $12\frac{1}{2}$ @ $13\frac{1}{2}c.$ Light calf rules at $\$1.05$ @ $\$1.10$ for countries

and outside cities and $\$1.10$ @ 1.15 for outside cities and Chicago cities.

SHEEPSKINS.—Unsatisfactory conditions continuing to rule in wool circles makes a slow and easy market on pelts. Packers' receipts of wool pelts are small now however, and they are holding prices nominally unchanged at $\$1.60$ @ $\$1.70$ for heavy sheep, $\$1.55$ for all weights, $\$1.40$ @ $\$1.50$ for lambs and $\$1$ @ $\$1.10$ for light stock. Packer shearlings last sold at $57\frac{1}{2}c.$ and offerings at $60c.$ are not taken. Country wool pelts range from $\$1$ @ $\$1.40$.

New York.

DRY HIDES.—The market on common varieties continues firm. No further sales of account are reported but some small scattering lots have been moved. There are reports of Central Americans selling at $23c.$ and rumors of these taken for export at this figure but details are lacking and the rumors have not been confirmed. There were reports of Bogotas being held at $23\frac{1}{2}c.$ for mountains but this is not the case as sizable quantities of these are offered from spot at $23c.$

WET SALTED HIDES.—The River Plate market continues strong. Sales are reported of 4,000 Sansinena Frigorifico steers at $16\frac{1}{4}c.$ c. i. f., with commissions and also 2,000 Sansinena cows at $14c.$, which is $\frac{1}{4}c.$ higher on these than the sale last week. Some business is also reported in other Frigorifico steers at private terms and prices said to be slightly higher than the above price on the Sansinenas. Mexican coast hides are quoted at a range of 12 @ $12\frac{1}{2}c.$, according to lots with best descriptions held at the outside price. Sales are reported of Havanas at $12\frac{1}{2}c.$

CITY PACKER HIDES.—It cannot be learned that any business has been effected with the up-town packers. Prices are being held unchanged but the demand is quiet at present.

COUNTRY HIDES AND CALFSKINS.—Dealers continue strong in their views but the demand is not active and but few sales are reported. Some bids were solicited at $12c.$ here for 25 lb. and up Pennsylvania cows but they were not made. One car of New York State cows is offered at $11\frac{3}{4}c.$ flat but buyers' ideas are nearer $11\frac{1}{4}c.$ on these. Calfskins continue firm and supplies are mostly light. It is not expected that the price here of city skins by the pound will be changed any for April. Dealers report a good inquiry for calfskins but no sales.

Boston.

The market continues firm at $12c.$ for late receipt Ohio buffs and some dealers asking $12\frac{1}{2}c.$ but few sales reported. Several cars extremes reported sold $12\frac{1}{2}c.$ and some held at $13c.$ Several cars Southern sold at $10\frac{1}{2}c.$ The range on Southern is from 10 @ $10\frac{3}{4}c.$ Some held at $11c.$

DON'T SELL YOUR PIG SKIN STRIPS

before consulting us on the market
J. A. MIDDLETON & CO.
Tanners' Agents. 217 LaSalle St., Chicago

BUTCHERS AND HIDE DEALERS

Will do well to send their collections of Hides, Calfskins, Pelts, Tallow, Bones, etc., to Carrol S. Page, Hyde Park, Vt. He pays spot cash. He pays the freight. He pays full market value. He also furnishes money with which to buy, and keeps his customers thoroughly posted at all times as to market changes and market prospects. Write him for full particulars and his free bulletin.

RETSOF

Chicago Section

Chicago Board of Trade memberships are selling at \$3,100 net to the buyer.

Spring has come and the pote has arrived, too! The hog theme has run out, however.

Is it possible T. R. is trying to sneak the job of British Premier? Wall Street hopes so.

Pittsburg cannot stay out of the calcimine long at a time. Frisky bunch, Pittsburgers are.

T. R. is coming home, so prepare for some kind of a shindig. "In times of peace prepare for war."

James A. Patten says Liverpool traders are different from those of Manchester, and James A. oughter know.

William J. Calhoun seems to have arranged to reach China just about the time the rebellion is due to break loose.

One straw hat appeared last week, topping off a guy who was hauling a package sufficient to render him careless of comment.

Publishing wilful lies about oleomargarine and butterine is not helping us to get any cheaper butter or edible fats, by any means.

Hogs are close to four dollars a hundred higher than a year ago, and five dollars higher than two years ago. Top for last week was \$11.05.

Why are beans in Boston 33 1-3 per cent. higher now than two years ago, and why is a bean, anyhow? Let it speak up now or forever hold its peace.

There are only two bets in this speculative business, and one is "buy" and the other "sell." But the trouble is most people cannot tell t'other from which!

Several packers, and shrewd operators at that, are out of the hog market again this week. Total hog receipts for last week were 79,000, the smallest in six months.

There are a whole lot of retailers who will tell you they are nearly "broke" and would be glad to go out of business—but they don't however. "Hope springs eternal," etc.

The death of A. J. Moody, the pie man, ought to prove to Doc Wily that arsenic is not conducive to life, or even to health, in the slightest degree. Poison squad please note.

Mr. Michael Cudahy, the veteran packer, has returned with his family from the Western coast, and they will temporarily reside at the Congress Hotel. Mr. Cudahy looks remarkably well.

Roosevelt is to get Gifford Pinchot's version of it first hand, Giff having gone to

Yurrap for that purpose. W. H. T. and Ballinger will have a busy time making spit crosses on their ears soon.

H. H. Brunt, the well-known packinghouse products broker, last week received a wireless inquiry and put the deal through by wireless. The Board of Trade is to be equipped shortly with a wireless apparatus.

Montana ladies would do well to reserve their opinions of Customs officers until said officers have "passed" their trunks. Wealth and the acquaintance of politicians don't always "go" with Custom House gentlemen and officers.

Experts (no use for anyone else to offer an opinion) seem to be getting together and predicting still higher prices for practically everything on the list, from soup to nuts. One looks for 20-cent lard this summer, and he is a pretty wise old owl, too!

The New York Press Club's new chorus goes thusly:

Hang up the gavel and cigar,
Close up the House and Senate bar;
There is trouble and woe for poor Uncle Joe,
'Cause he went just a little too far.

Secretary McCarthy always was a great advocate of the "question box" at the A. M. P. A. conventions. He knows some more about it now! Fired at from all angles and in some instances with evident prejudice, he acquitted himself with great credit.

John A. Spoor, Edward Morris, A. G. Leonard, H. E. Otte and Chas. McFarlane are among the well-known capitalists and business men who will shortly open a bank at the corner of Halsted and West Madison streets, with a capitalization of \$300,000.

Ye souses, be comforted. President Taft hath said: "The Lord looks after children, drunken men and America." The "drys" and preachers won't do a thing to W. H. T. for that speech, but he can take comfort from

the fact that the "wets" and Christians generally are in the majority.

Isn't it just a trifling disgusting to hear the packers continuously denounced as the cause of the high prices of meats? At \$11.20 per 100 pounds alive, what is a dressed hog worth? What does the dressed hog—including feet, head, unrendered fat, bones and other offal—stand the packer?

Awful nice to know that neither Jim Agar nor Secretary McCarthy ever swear much—that is, out loud. Pretty safe bet both of 'em said a few things about certain people when they got in some place alone where the walls could stand the pressure. "Dear me!" and "My goodness!" don't always express one's feelings.

GREEN AND SWEET PICKLED MEATS.

(Special Report to The National Provisioner from The Davidson Commission Co.)

Chicago, March 31.—Quotations on green and sweet pickled meats, f. o. b. Chicago loose, are as follows:

Regular Hams—Green, 8@10 lbs. ave., 16½¢; 14@16 lbs. ave., 16½¢; 18@20 lbs. ave., 17¢. Sweet pickled, 8@10 lbs. ave., 16½¢; 10@12 lbs. ave., 16¢; 12@14 lbs. ave., 16¢; 14@16 lbs. ave., 15½¢@16¢; 18@20 lbs. ave., 16½¢@16½¢.

Skinny Hams—Green, 14@16 lbs. ave., 17½¢; 16@18 lbs. ave., 17½¢; 18@20 lbs. ave., 17½¢; 22@24 lbs. ave., 17½¢. Sweet pickled, 14@16 lbs. ave., 17¢; 16@18 lbs. ave., 17½¢; 18@20 lbs. ave., 17½¢; 22@24 lbs. ave., 17¢.

New York Shoulders—Green, 10@12 lbs. ave., 12½¢. Sweet pickled, 10@12 lbs. ave., 12½¢.

Picnic Hams—Green, 5@6 lbs. ave., 11½¢; 10@12 lbs. ave., 11½¢. Sweet pickled, 5@6 lbs. ave., 11½¢; 8@10 lbs. ave., 11½¢; 10@12 lbs. ave., 11½¢.

Clear Bellies—Green, 6@8 lbs. ave., 18½¢@19¢; 8@10 lbs. ave., 18½¢; 10@12 lbs. ave., 18¢; 12@14 lbs. ave., 17¢. Sweet pickled, 6@8 lbs. ave., 19¢; 8@10 lbs. ave., 18½¢@18½¢; 10@12 lbs. ave., 17½¢; 12@14 lbs. ave., 16½¢.

FRED K. HIGBIE COMPANY

EDWIN C. PRICE, President

CHICAGO KANSAS CITY

Direct Mill Representatives

Wholesale Dealers in

Woodenware Cooperage Cordage
Packing House Supplies

GENERAL OFFICES

RAILWAY EXCHANGE

CHICAGO

STOCKS CARRIED AT BOTH POINTS

MEMBERS AMERICAN MEAT PACKERS' ASSOCIATION

GEORGE M. BRILL. HORACE C. GARDNER.
BRILL & GARDNER
ENGINEERS
Mechanical, Electrical, Architectural
Specialties: Packing Plants, Cold Storage,
Manufacturing Plants, Power Installations,
Investigations.
1134 Marquette Bldg. CHICAGO

DAVID I. DAVIS & CO.
THE PACKING HOUSE ARCHITECTS

Manhattan Building, CHICAGO, ILL.

Are You Still Using Old Fashioned Methods?

THROW THEM OUT, SIR!

NEW METHODS MEAN NEW LIFE AND MORE BUSINESS

Place your new slicing machine near the center of your store and make the counter attractive with glass or tile furnishings.

Buy your Dried Beef in the whole piece and do your slicing as you sell.

You can then give your patrons full weight 16 oz.—all meat and they will be better pleased with the quality because the Dried Beef is freshly sliced.

Supreme Dried Beef in bulk is prepared especially for the slicing machine—smoked a rich flavor—air dried—not too hard.

Send us a sample order. We will ship from 50 lbs. up.

Prices quoted on request

MORRIS & COMPANY
CHICAGO

The ZAREMBA Patent Evaporator!

Why is it the Limit?

Listen to what our customers say:

"It is an ideal pan."

"We have congratulated ourselves frequently on our decision to buy your evaporator."

"We find the Zarembo Round-Body Pan superior to the old style square pans."

ZAREMBA COMPANY, 1042 Ellicott Square, Buffalo, N.Y.

L. J. SCHWABACHER
& CO.

POSTAL TELEGRAPH BUILDING
CHICAGO

Send for our mid-week letter on the provision and lard situation. It is well worth your perusal.

CHICAGO LIVE STOCK

RECEIPTS.				
	Cattle.	Calves.	Hogs.	Sheep.
Monday, March 21.....	19,045	1,440	31,528	14,454
Tuesday, March 22.....	8,724	4,416	9,581	13,295
Wednesday, March 23.....	16,190	2,625	14,540	8,900
Thursday, March 24.....	5,558	2,955	10,080	6,814
Friday, March 25.....	1,247	295	8,318	5,277
Saturday, March 26.....	208	32	3,284	378
Total last week.....	46,632	11,933	77,281	49,127
Previous week.....	44,691	9,568	94,507	49,823
Cor. week, 1909.....	41,705	8,053	135,033	60,722
Cor. week, 1908.....	55,549	10,492	123,490	66,928

SHIPMENTS.				
	Cattle.	Calves.	Hogs.	Sheep.
Monday, March 21.....	6,101	3	6,652	2,797
Tuesday, March 22.....	2,036	38	1,143	2,016
Wednesday, March 23.....	4,548	142	1,815	1,479
Thursday, March 24.....	2,984	41	2,009	1,178
Friday, March 25.....	1,840	19	2,734	777
Saturday, March 26.....	272	29	1,685	330
Total last week.....	17,781	272	15,841	8,567
Previous week.....	20,390	247	27,253	10,043
Cor. week, 1909.....	21,981	190	52,164	17,190
Cor. week, 1908.....	20,323	271	62,506	26,749

CHICAGO TOTAL RECEIPTS LIVESTOCK.

	Cattle.	Hogs.	Sheep.
Year to March 26, 1910.....	703,522	1,501,075	749,096
Same period, 1909.....	680,130	2,154,386	708,264

Combined receipts of hogs at eleven points:				
	Week ending March 26, 1910.....	294,000	Week previous.....	330,000
Year ago.....	448,000		Year ago.....	394,000
Two years ago.....	5,188,000		Year to March 26, 1910.....	7,153,000
Same period, 1909.....	5,859,000		Same period, 1908.....	5,859,000

Receipts at six points (Chicago, Kansas City, Omaha, St. Louis, St. Joseph, Sioux City) as follows:				
	Cattle.	Hogs.	Sheep.	
Week to March 26, 1910.....	144,700	228,500	143,500	
Week ago.....	126,500	250,000	135,700	
Year ago.....	118,200	360,700	155,500	
Two years ago.....	146,900	285,900	154,300	

CHICAGO PACKERS' HOG SLAUGHTER.

Week ending March 26, 1910:				
	Armour & Co.....	14,600	Swift & Co.....	10,900
	R. & S. Co.....	9,300	Morris & Co.....	4,300
	Anglo-American.....	4,900	Boyd & Lunham.....	1,900
	Hammond.....	6,000	Western P. Co.....	4,200
	Others.....	7,200		

Totals.....	63,300
Previous week.....	72,400
Same week, 1909.....	86,000
Same week, 1908.....	68,200
Year to March 26, 1910.....	1,178,400
Same period, 1909.....	1,584,200

WEEKLY AVERAGE PRICE OF LIVESTOCK.

	Cattle.	Hogs.	Sheep.	Lambs.
Week March 20, 1910.....	\$7.70	\$10.81	\$8.10	\$9.85
Last week.....	7.55	10.82	7.80	9.80
Year ago.....	6.15	6.84	5.00	7.80
Two years ago.....	6.40	5.36	6.35	7.75
Three years ago.....	5.50	6.27	6.55	7.70

CATTLE.

Good prime steers.....	\$7.50@8.85
Fair to good steers.....	5.75@7.50
Common to fair heaves.....	5.00@5.75
Common to fancy yearlings.....	6.75@8.00
Good to choice beef cows.....	4.75@7.00
Medium to good beef cows.....	4.00@4.75
Inferior killers.....	3.75@4.75
Common to good cutters.....	3.00@4.00
Inferior to good beef canners.....	2.50@3.00
Good to choice beef heifers.....	5.00@7.50
Butcher bulls.....	5.00@6.00
Bologna bulls.....	3.00@5.00
Canner bulls.....	2.50@3.25
Good to choice calves.....	8.00@9.50
Medium calves.....	6.50@8.25
Heavy calves.....	4.50@5.25
Feeding steers.....	5.25@6.50
Stockers.....	4.50@6.00

HOGS.

Good to prime heavy.....	\$10.05@11.10
Good to prime medium wt. butcher.....	10.90@11.05
Common to good light mixed.....	10.70@10.85
Fair to good mixed.....	10.80@10.95
Fair to fancy light.....	10.75@10.95
Pigs, 90 to 140 lbs.....	10.05@10.50
Stags.....	10.80@12.15
Heavy boars.....	4.00@ 8.00
Light-weight boars.....	6.00@ 7.25

SHEEP.

Feeding and shearing lambs.....	\$8.25@ 9.75
Native yearlings.....	8.00@ 9.40
Native wethers.....	7.00@ 9.00
Good to choice native ewes.....	5.25@ 8.00
Native lambs.....	8.00@10.00
Feeding ewes.....	5.00@ 6.50
Fed wethers.....	7.00@ 9.10
Fed lambs.....	8.25@10.25
Clipped lambs.....	8.00@ 9.60
Clipped Colorado lambs.....	8.75@ 9.50
Clipped wethers.....	7.00@ 8.35
Clipped yearlings.....	7.00@ 9.00
Colorado lambs.....	9.25@10.25
Clipped ewes.....	6.00@ 7.75

CHICAGO PROVISION MARKETS

Range of Prices.

SATURDAY, MARCH 26, 1910.

PORK—(Per bbl.)—				
	Open.	High.	Low.	Close.
May.....	\$26.50	\$26.50	\$26.45	\$26.45
July.....	25.85	25.95	25.85	25.92½
September.....	25.35	25.57½	25.45	25.45

LARD—(Per 100 lbs.)—

May.....	14.15	14.15	14.10	14.10
July.....	13.90	13.95	13.87½	13.87½
September.....	13.85	13.85	13.75	13.75

RIBS—(Boxed, 25c. more than loose)—

May.....	13.97½	13.97½	13.92½	13.95
July.....	13.50	13.57½	13.50	13.55
September.....	13.37½	13.42½	13.37½	13.40

MONDAY, MARCH 28, 1910.

PORK—(Per bbl.)—				
	Open.	High.	Low.	Close.
May.....	26.65	26.75	26.35	26.35
July.....	26.00	26.22½	25.97½	26.00
September.....	25.35	25.55	25.50	25.52½

LARD—(Per 100 lbs.)—

May.....	14.20	14.22½	14.00	14.00
July.....	13.97½	14.00	13.87½	13.87½
September.....	13.87½	13.90	13.77½	13.77½

RIBS—(Boxed, 25c. more than loose)—

May.....	14.00	14.12½	13.92½	13.92½
July.....	13.90	13.70	13.57½	13.57½
September.....	13.50	13.57½	13.47½	13.47½

TUESDAY, MARCH 29, 1910.

PORK—(Per bbl.)—				
	Open.	High.	Low.	Close.
May.....	26.50	26.50	26.15	26.25
July.....	26.00	26.05	25.87½	25.90
September.....	25.50	25.57½	25.42½	25.50

LARD—(Per 100 lbs.)—

May.....	14.02½	14.05	13.95	14.20
July.....	13.85	13.85	13.77½	13.82½
September.....	13.75	13.75	13.70	13.72½

RIBS—(Boxed, 25c. more than loose)—

May.....	13.95	13.95	13.87½	13.90
July.....	13.60	13.60	13.50	13.55
September.....	13.50	13.50	13.40	13.42½

WEDNESDAY, MARCH 30, 1910.

PORK—(Per bbl.)—				
	Open.	High.	Low.	Close.
May.....	26.15	26.15	25.80	25.95
July.....	25.80	25.85	25.62½	25.75
September.....	25.42½	25.42½	25.17½	25.27½

LARD—(Per 100 lbs.)—

May.....	13.90	13.90	13.80	13.87½
July.....	13.75	13.75	13.65	13.70
September.....	13.65	13.65	13.52½	13.57½

RIBS—(Boxed, 25c. more than loose)—

May.....	13.85	13.85	13.67½	13.72½
July.....	13.50	13.50	13.37½	13.45
September.....	13.37½	13.35	13.27½	13.32½

THURSDAY, MARCH 31, 1910.

PORK—(Per bbl.)—				
	Open.	High.	Low.	Close.
May.....	25.85	25.92	25.70	25.80
July.....	25.65	25.72	25.52	25.67
September.....	25.25	25.25	25.07	25.75

LARD—(Per 100 lbs.)—

May.....	13.50	13.85	13.70	13.82
July.....	13.72	13.72	13.57	13.62
September.....	13.57	13.57	13.45	13.50

RIBS—(Boxed, 25c. more than loose)—

May.....	13.72	13.72	13.62	13.67
July.....	13.47	13.47	13.27	13.35
September.....	13.20	13.25	13.20	13.22

FRIDAY, APRIL 1, 1910.

PORK—(Per bbl.)—				
	Open.	High.	Low.	Close.
May.....	25.95	25.97	25.52½	25.60
July.....	25.75	25.75	25.45	25.50
September.....	25.25	25.25	24.97½	25.02½

LARD—(Per 100 lbs.)—

May.....	13.82½	13.82½	13.70	13.75
July.....	13.67½	13.67½	13.50	13.55
September.....	13.57½	13.77½	13.57½	13.40½

RIBS—(Boxed, 25c. more than loose)—

May.....	13.72½	13.75	13.60½	13.60
July.....	13.40	13.42½	13.30	13.30
September.....	13.27	13.27	13.17	13.17

†Bld. †Asked.

CHICAGO RETAIL FRESH MEATS.

(Corrected weekly by Terry & Son, 41st and Halsted Streets.)

Native Rib Roast.....	12½	@20
Native Sirloin Steaks.....	14	@22
Native Porterhouse Steaks.....	20	@28
Native Pot Roasts.....	12½	@14
Rib Roasts from light cattle.....	10	@12½
Beef Steaks.....	9	@12½
Boneless Corned Briskets, Native.....	10	@14
Corned Rump, Native.....	10	@12½
Corned Ribs.....	10	@10
Corned Flanks.....	10	@10
Round Steaks.....	16	@20
Round Roasts.....	12½	@15
Shoulder Steaks.....	12	@14
Shoulder Roasts.....	12½	@14
Shoulder Neck End, Trimmed.....	10	@10
Rollad Roast.....	15	@16

Lamb.

Hind Quarters, fancy.....	18	@20
Fore Quarters, fancy.....	15	@16
Legs, fancy.....	20	@22
Stew.....	12½	@15
Shoulders.....	12½	@15
Chops, rib and loin, per lb.....	12	@15
Chops, Frenched, each.....	15	@15

Mutton.

Legs.....	10	@18
Stew.....	10	@12½
Shoulders.....	10	@16
Hind Quarters.....	10	@16
Fore Quarters.....	10	@14
Rib and Loin Chops.....	23	@23

Pork.

Pork Loin.....	20	@20
Pork Chops.....	22	@22
Pork Shoulders.....	17	@17
Pork Tenderloins.....	17	@17
Pork Butts.....	17	@17
Spare Ribs.....	15	@15
Hocks.....	14	@14
Pigs' Heads.....	10	@10
Leaf Lard.....	17	@17

Veal.

Hind Quarters.....	10	@18
Fore Quarters.....	14	@14
Legs.....	16	@20
Breasts.....	10	@12½
Shoulders.....	14	@16
Cutlets.....	20	@20
Rib and Loin Chops.....	16	@25

Butchers' Offal.

Suet.....	4	@ 4
Tallow.....	4	@ 4
Bones, per cwt.....	11	@11
Calfskins, 8 to 15 lbs.....	16	@16
Calfskins, under 8 lbs. (deacons).....	16	@16

AUTOMATIC
IMPROVED

TANKAGE PRESSES AND DRYERS

Economical Efficient
Great CapacitySAVING IN LABOR ALONE IN ONE YEAR WILL
OFFSET COST TO INSTALLFor Tankage, Blood, Bone, Fertilizer, all Animal and
Vegetable Matter. Installed in the largest packing-
houses, fertilizer and fish reduction plants in the world.

Send for Catalogue T. B.

CHICAGO MARKET PRICES

WHOLESALE FRESH MEATS.

Carcass Beef.	
Good native steers	12 @ 12 1/2
Native steers, medium	11 @ 11 1/2
Heifers, good	10 1/2 @ 10 1/4
Cows	9 1/2 @ 10 1/4
Hind Quarters, choice	13 1/2 @ 13 1/4
Fore Quarters, choice	9 1/2 @ 9 1/4

Beef Cuts.	
Cow Chunks	8 @ 8 1/2
Steer Chunks	9 1/2 @ 10
Boneless Chunks	8 @ 8
Medium Plates	8 @ 8 1/2
Steer Plates	7 @ 7
Cow Rounds	8 1/2 @ 9 1/2
Steer Rounds	10 1/2 @ 10 1/4
Cow Loins	10 1/2 @ 10 1/4
Steer Loins, Heavy	19 @ 19
Beef Tenderloins, No. 1	25 @ 25
Beef Tenderloins, No. 2	18 @ 22
Strip Loins	8 @ 8 1/2
Sirloin Butts	10 @ 12
Shoulder Cuts	8 @ 8 1/2
Rump Butts	7 1/2 @ 10 1/2
Trimnings	7 1/2 @ 7 1/2
Shank	4 1/2 @ 5
Cow Ribs, Common, Light	8 @ 8 1/2
Cow Ribs, Heavy	12 @ 12
Steer Ribs, Light	13 1/2 @ 13 1/2
Steer Ribs, Heavy	15 1/2 @ 15 1/2
Loins Ends, steer, native	12 @ 12 1/2
Loins Ends, cow	10 @ 10
Hanging Tenderloins	7 @ 7
Flank Steak	11 @ 11
Rind Shanks	4 @ 4

Beef Offal.	
Livers	6 @ 5 1/2
Hearts	6 @ 6 1/2
Tongues	12 @ 12
Sweetbreads	25 @ 25
Ox Tail, per lb.	7 @ 7
Fresh Tripe, plain	2 1/2 @ 2 1/2
Fresh Tripe, H. C.	4 1/2 @ 4 1/2
Brains	7 @ 7 1/2
Kidneys, each	5 1/2 @ 5 1/2

Veal.	
Heavy Carcass Veal	10 @ 10 1/2
Light Carcass	11 @ 11
Good Carcass	13 1/2 @ 13 1/2
Good Saddle	16 1/2 @ 16 1/2
Medium Backs	11 1/2 @ 11 1/2
Good Racks	12 1/2 @ 12 1/2

Veal Offal.	
Brains, each	7 @ 7 1/2
Sweetbreads	55 @ 55
Plucks	40 @ 40
Heads, each	18 @ 20

Lambs.	
Medium Caul	15 @ 15
Good Caul	16 1/2 @ 16 1/2
Round Dressed Lambs	17 1/2 @ 17 1/2
Saddle, Caul	18 @ 18
R. D. Lamb Racks	15 @ 15
Caul Lamb Racks	14 1/2 @ 14 1/2
R. D. Lamb Saddle	20 @ 20
Lamb Fries, per pair	6 @ 6
Lamb Tongues, each	5 @ 5
Lamb Kidneys, each	2 @ 2

Mutton.	
Medium Sheep	15 1/2 @ 15 1/2
Good Sheep	16 @ 16
Medium Saddle	17 @ 17
Good Saddle	18 @ 18
Medium Racks	13 @ 13
Good Racks	14 @ 14
Mutton Legs	17 1/2 @ 17 1/2
Mutton Loins	16 @ 16
Mutton Stew	11 @ 11
Sheep Tongues, each	3 @ 3
Sheep Heads, each	8 @ 8

Fresh Pork, Etc.	
Dressed Hogs	13 1/2 @ 14
Pork Loins	16 @ 16
Leaf Lard	14 1/2 @ 14 1/2
Tenderloins	30 @ 30
Spare Ribs	13 @ 13
Butts	15 1/2 @ 15 1/2
Hocks	8 @ 8 1/2
Trimnings	12 @ 12
Tails	9 @ 9
Snouts	8 @ 8
Pigs' Feet	4 1/2 @ 4 1/2
Pigs' Heads	7 @ 7
Blade Bones	6 @ 6
Cheek Meat	8 @ 8
Hog Plucks, each	9 @ 9
Neck Bones	4 1/2 @ 4 1/2
Skinned Shoulders	14 @ 14
Pork Hearts, each	3 1/2 @ 3 1/2
Pork Kidneys, per lb.	4 1/2 @ 4 1/2
Pork Tongues	11 @ 11
Slop Bones	5 1/2 @ 5 1/2
Tail Bones	5 @ 5
Backfat	7 @ 7 1/2
Hams	18 1/2 @ 19 1/2
Calas	12 1/2 @ 12 1/2
Belles	10 @ 10
Shoulders	14 @ 14

SAUSAGE.

Columbia Cloth Bologna	9 @ 9
Bologna, large, long, round and cloth	8 1/2 @ 8 1/2
Choice Bologna	9 1/2 @ 9 1/2
Viennas	11 @ 11

Frankfurters	11 @ 11
Blood, Liver and Headcheese	9 @ 9
Tongue	13 @ 13
White Tongue	13 @ 13
Mixed Sausage	13 @ 13
Prepared Sausage	15 1/2 @ 15 1/2
New England Sausage	16 @ 16
Compressed Luncheon Sausage	15 1/2 @ 15 1/2
Special Compressed Ham	15 1/2 @ 15 1/2
Berliner Sausage	13 1/2 @ 13 1/2
Boneless Butts in casings	— @ —
Oxford Butts in casings	— @ —
Polish Sausage	10 1/2 @ 10 1/2
Garlic Sausage	10 1/2 @ 10 1/2
Smoked Sausage	11 @ 11
Farm Sausage	15 1/2 @ 15 1/2
Pork Sausage, bulk or link	12 @ 12
Pork Sausage, short link	13 @ 13
Special Prepared Sausage	13 @ 13
Boneless Pigs' Feet	9 @ 9
Hams, Bologna	9 @ 9

Summer Sausage.

Best Summer, H. C., Medium Dry	23 @ 23
German Salmi, Medium Dry	20 1/2 @ 20 1/2
Italian Salmi	25 1/2 @ 25 1/2
Holsteiner	13 @ 13
Mettwurst, New	— @ —
Farmer	16 1/2 @ 16 1/2
Monarque Cervelat, H. C.	18 1/2 @ 18 1/2

Sausage in Oil.

Smoked Sausage, 1-50	5.50 @ 5.50
Smoked Sausage, 2-20	5.00 @ 5.00
Bologna, 1-50	5.00 @ 5.00
Bologna, 2-20	4.50 @ 4.50
Frankfurt, 1-50	5.50 @ 5.50
Frankfurt, 2-20	5.00 @ 5.00

VINEGAR PICKLED GOODS.

Pickled Pigs' Feet, in 200-lb. barrels	11.00 @ 11.00
Pickled Plain Tripe, in 200-lb. barrels	5.00 @ 5.00
Pickled H. C. Tripe, in 200-lb. barrels	7.75 @ 7.75
Pickled Ox Lips, in 200-lb. barrels	— @ —
Pickled Pigs' Snouts, in 200-lb. barrels	— @ —
Lamb Tongues, Short Cut, barrels	32.00 @ 32.00

CORNED, BOILED AND ROAST BEEF.

	Per doz.
1 lb., 2 doz. to case	1.75 @ 1.75
2 lbs., 1 or 2 doz. to case	3.05 @ 3.05
4 lbs., 1 doz. to case	— @ —
6 lbs., 1 doz. to case	11.55 @ 11.55
14 lbs., 1/2 doz. to case	25.85 @ 25.85

EXTRACT OF BEEF.

	Per doz.
1-oz. jars, 1 doz. in box	2.25 @ 2.25
2-oz. jars, 1 doz. in box	3.55 @ 3.55
4-oz. jars, 1 doz. in box	6.50 @ 6.50
8-oz. jars, 1/2 doz. in box	11.60 @ 11.60
16-oz. jars, 1/2 doz. in box	22.00 @ 22.00
2, 5 and 10-lb. tins	1.75 per lb. @ 1.75

BARRELED BEEF AND PORK.

Extra Plate Beef, 200-lb. bbls.	17.00 @ 17.00
Plate Beef	16.00 @ 16.00
Prime Mess Beef	14.00 @ 14.00
Extra Mess Beef	12.50 @ 12.50
Beef Hams (220 lbs. to bbl.)	— @ —
Rump Butts	14.00 @ 14.00
Mess Pork	27.50 @ 27.50
Clear Fat Backs	28.00 @ 28.00
Family Back Pork	30.00 @ 30.00
Bean Pork	23.50 @ 23.50

LARD.

Pure leaf, kettle rendered, per lb., tes.	17 @ 17
Pure leaf	16 @ 16
Lard substitutes, tes.	10 1/2 @ 10 1/2
Lard, compound	10 1/2 @ 10 1/2
Cooking oil, per gal., in barrels	— @ —
Barrels, 1/4 c. over tierces; half tierces, 1/2 c. over tierces; tubs and pails, 10 to 80 lbs., 1/2 to 1 c. over tierces.	— @ —

BUTTERINE.

1 to 6, natural color, solids, f. o. b. Chi.	15 1/2 @ 15 1/2
Cooks' and bakers' shortening, tubs	13 @ 13

DRY SALT MEATS.

	(Boxed. Loose are 1/4 c. less.)
Clear Bellies, 14 @ 16 avg.	15 1/2 @ 15 1/2
Clear Bellies, 18 @ 20 avg.	15 1/2 @ 15 1/2
Rib Bellies, 18 @ 20 avg.	15 1/2 @ 15 1/2
Pat Backs, 12 @ 14 avg.	14 @ 14
Regular Plates	13 @ 13
Short Clears	— @ —
Butts	12 1/2 @ 12 1/2
Bacon meats, 1 c. more.	— @ —

WHOLESALE SMOKED MEATS.

Hams, 12 lbs., avg.	18 1/2 @ 18 1/2
Hams, 10 lbs., avg.	18 1/2 @ 18 1/2
Skinned Hams	19 1/2 @ 19 1/2
Calas, 4 @ 6 lbs., avg.	13 @ 13
Calas, 6 @ 8 lbs., avg.	14 @ 14
New York Shoulders, 8 @ 12 lbs., avg.	14 1/2 @ 14 1/2
Breakfast Bacon, fancy	25 @ 25
Wide, 10 @ 12 avg., and strip, 5 @ 6 avg.	21 1/2 @ 21 1/2
Wide, 6 @ 8 avg., and strip, 3 @ 4 avg.	22 1/2 @ 22 1/2
Rib Bacon, wide, 8 @ 12, strip, 4 @ 6 avg.	18 1/2 @ 18 1/2
Dried Beef Sets	16 1/2 @ 16 1/2
Dried Beef Insides	19 1/2 @ 19 1/2
Dried Beef Knuckles	16 1/2 @ 16 1/2
Dried Beef Outsides	15 1/2 @ 15 1/2
Regular Rolled Hams	23 @ 23
Smoked Rolled Hams	19 1/2 @ 19 1/2
Boiled Calas	19 1/2 @ 19 1/2
Cooked Loin Rolls	30 @ 30
Cooked Rolled Shoulders	17 1/2 @ 17 1/2

SAUSAGE CASINGS.

F. O. B. CHICAGO.

Rounds, per set	10 1/2 @ 10 1/2
Export Rounds	21 @ 21
Middles, per set	7 @ 7
Beef bungs, per piece	16 @ 16
Beef weasands	7 @ 7
Beef bladders, medium	35 @ 35
Beef casings, small, per doz.	— @ —
Hog casings, as packed	28 @ 28
Hog casings, free of salt	58 @ 58
Hog middles, per set	12 @ 12
Hog bungs, export	13 @ 13
Hog bungs, large mediums	3 @ 3
Hog bungs, prime	5 @ 5
Hog bungs, narrow	3 @ 3
Imported wide sheep casings	90 @ 90
Imported medium wide sheep casings	80 @ 80
Hog stomachs, per piece	4 @ 4

FERTILIZERS.

Dried blood, per unit	3.20 @ 3.25
Hoof meal, per unit	2.90 @ 2.92 1/2
Concentrated tankage	2.87 1/2 @ 2.87 1/2
Ground tankage, 12%	3.00 @ 3.00
Ground tankage, 11%	3.00 @ 3.00
Ground tankage, 10%	3.00 @ 3.00
Crushed tankage, 9 and 20%	2.75 @ 2.75
Ground tankage, 6 and 35%	23.00 @ 23.00
Ground raw bone, per ton	24.00 @ 25.00
Ground steam bone, per ton	22.50 @ 22.50
Unground tankage, per ton less than ground	50c. @ 50c.

HORNS, HOOF AND BONES.

Horns, No. 1, 65 @ 70 lbs., aver.	200.00 @ 200.00
Hoofs, black, per ton	27.00 @ 28.00
Hoofs, striped, per ton	40.00 @ 42.50
Hoofs, white, per ton	50.00 @ 55.00
Flat shin bones, 55-60 lbs. aver., per ton	60.00 @ 60.00
Round shin bones, 38-40 lbs. av., per ton	65.00 @ 67.50
Round shin bones, 50-52 lbs. av., per ton	70.00 @ 75.00
Long thigh bones, 90-95 lbs. av., per ton	92.50 @ 95.00
Skulls, jaws and knuckles, per ton	27.00 @ 27.00

LARD.

Prime steam, cash	14.20 @ 14.20
Prime steam, loose	13.90 @ 13.90
Leaf	13.62 1/2 @ 13.62 1/2
Compound	10 @ 10 1/2
Neutral lard	15 1/2 @ 15 1/2

STEARINES.

Prime oleo	18 1/2 @ 19 1/2
Oleo No. 2	13 @ 13
Mutton	13 @ 13
Tallow	8 1/2 @ 8 1/2
Grease, yellow	7 1/2 @ 7 1/2
Grease, A white	7 1/2 @ 7 1/2

OILS.

Lard oil, extra, winter strained, tierces	90 @ 90
Extra No. 1 lard oil	68 @ 70
No. 1 lard oil	62 @ 65
No. 2 lard oil	60 @ 63
Oleo oil, extra	13 1/2 @ 13 1/2
Oleo oil, No. 2	12 1/2 @ 12 1/2
Oleo stock	13 @ 14
Neatsfoot oil, pure, bbls.	70 @ 72
Acidless tallow oil, bbls.	65 @ 65
Corn oil, loose	5.90 @ 6.00

TALLOW.

Edible	10 @ 10 1/2
Prime city	7 1/2 @ 7 1/2
No. 1 Country	7 1/2 @ 7 1/2
Packers' No. 1	7 1/2 @ 7 1/2
Packers' No. 2	6 1/2 @ 7
Renderers' No. 1	7 1/2 @ 7 1/2

GREASES.

White, choice	9 @ 9
White, "A"	8 1/2 @ 8 1/2
White, "B"	7 1/2 @ 7 1/2
Bone	7 1/2 @ 7 1/2
House	6 1/2 @ 7 1/2
Yellow	7 @ 7 1/2
Brown	6 1/2 @ 6 1/2
Glue Stock	6 1/2 @ 7
Garbage grease	6 1/2 @ nom

COTTONSEED OILS.

P. S. Y., loose	53 @ 56
P. S. Y., soap grade	54 1/2 @ 55
Soap stock, bbls., concn., 62 @ 65 f. a.	3 1/2 @ 4
Soap stock, bbls., reg., 50% f. a.	2 1/2 @ 2 1/2

COOPERAGE.

Ash pork barrels	77 1/2 @ 80
Oak pork barrels	90 @ 92 1/2
Lard tierces	1.15 @ 1.17 1/2

CURING MATERIALS.

Refined saltpetre	4 1/2 @ 6 1/2
Boracic acid, crystal to powdered	7 @ 7 1/2
Borax	4 @ 4 1/2
Sugar—	
White, clarified	4 1/2 @ 4 1/2
Plantation, granulated	5 @ 5
Yellow, clarified	4 1/2 @ 4 1/2

Salt—	
Ashton, in bags, 224 lbs.	32.25 @ 32.25
English packing, in bags, 224 lbs.	1.45 @ 1.45
Michigan, granulated, car lots, per ton	3.25 @ 3.25
Michigan, medium, car lots, per ton	3.75 @ 3.75
Casing salt, bbls., 280 lbs., 2x @ 3x	1.40 @ 1.40

LIVE STOCK MARKETS

CHICAGO

(Special Letter to The National Provisioner from the National Live Stock Commission Co.)

Union Stock Yards, Chicago, March 30.

A lessening in the demand for beef due to the abnormally high prices and the unusually warm weather for the time of the year, have resulted in a badly demoralized cattle market. Receipts fairly liberal, and cattle values are generally 40c. to 60c. per cwt. under the high time which was Monday, March 21. The top of the steer market this week was \$8.75, which price we obtained for two loads of prime 1,606-lb. Missouri steers that we sold on Monday. We also topped the market today with two loads of 1,552-lb. Illinois steers that sold at \$8.50. There is a fair quota of well-fatted 1,350 to 1,500-lb. steers selling from \$8 to \$8.50, with most of the good 1,300 to 1,450-lb. steers going from \$7.50 to \$8, and a good many of the medium to good killers from \$6.50 to \$7.25 and light short-fed kinds from \$6 to \$6.50. Butcher stuff has also suffered a severe decline, prices being 50c. to 75c. per cwt. lower than the high time a week ago, with the least decline on the handy weight butcher heifers and yearlings and the most decline on the cutting and medium cows, as they make up the bulk of the receipts. The decline in the cattle market is a natural reaction after almost two months of advancing markets.

Hogs sold as high as \$11.20 on Monday, but since then prices have declined 25c. per cwt., and while a top of \$11 was paid today the bulk of the hogs are selling from \$10.70 to \$10.90. Some of the reaction during the next few days will be in order, but it is going to be hard to force prices much higher than they have been.

Sheep and lamb market has been on the decline during the past week. Choicest grades show a loss of 30c. to 50c. per cwt., while common to medium kinds are 50c. to 75c. per cwt. lower than a week ago. We quote: Woolled prime heavy wethers, \$8.50 @9; good to choice ewes, \$8.25 @8.50; best Colorado lambs, \$10 @10.15; clipped good to prime wethers, \$7.60 @8; poor to medium wethers, \$6.50 @7; cull wethers, \$5 @6; good to prime yearlings, \$8.50 @9; fair to best ewes, \$7 @7.75; culls and common ewes, \$4.50 @6.50; good to prime lambs, \$9 @9.55; common to medium lambs, \$7 @8.50; cull lambs, \$5.50 @6.50.

KANSAS CITY

(Special Letter to The National Provisioner.)

Kansas City Stock Yards, March 29.

Supply today is 9,000 head, and the weakness felt yesterday is still the ruling factor today, although declines today have never exceeded 10 cents, and in most cases weak describes the basis of the trades. Prime steers are scarce this week, tops in native division yesterday and today selling at \$8 and \$8.05, but some choice quarantine steers sold here yesterday at \$8.30. From same feed lot that produced steers at \$8.40 last Friday. Bulk of the steers sell at \$7.10 @7.95, practically nothing that weighs above 1,000 pounds under \$7; cows at \$4.25 @6.50; heifers, \$4.50 @7.50; bulls, \$4.50 @6.50; calves, \$5 @9, although only a very few sales at the high figure are made this week, most of the best veals around \$8.75.

The run of 12,000 hogs arrived today and the market is weak to 5c. lower, although the top remains the same as yesterday, \$10.95, and bulk of sales is \$10.65 @10.90; light hogs \$10.40 @10.85, figures that look almost as good as yesterday.

The run of sheep and lambs is moderate this week, but buyers are not enthusiastic, and prices are off 10 to 15 cents on lambs; sheep and yearlings about steady. Top woolled lambs today brought \$10, and ewes sold at \$8.30 today, yearlings quotable up to \$9.50, and woolled stock still predominates in numbers. Top clipped lambs today sold at \$9, not very good quality, as prime lambs

would bring around \$9.50 without their fleeces. Goats sell at \$6.25 for killers and \$4.50 for brushers.

Sales to local killers last week were as follows:

	Cattle.	Hogs.	Sheep.
Armour	4,812	7,584	7,367
Fowler	1,991	....	3,558
S. & S.	4,258	6,104	3,220
Swift	5,576	7,750	7,389
Cudahy	3,069	4,458	3,702
Morris & Co.	4,057	4,996	3,196
Butchers	206	256	40
Total	24,069	31,148	28,472

ST. LOUIS

(Special Letter to The National Provisioner.)

National Stock Yards, Ill., March 30.

The receipts this week have been rather light for this time of the year, there being only 9,877 head received for the first three days, while last week same time 12,894 head were received. The demand is here for all kinds of cattle, but the majority of purchasers are after the good kind. The market this week has been weaker, but is attributed to the poor class of stuff received. There was some good cattle on the market, and the prices on these have been about steady. Good native shipping steers are quoted at \$6.60 @8.50; steers under 1,000 lbs., \$4.75 @7; cows and heifers, \$2.75 @6.75; stockers and feeders, \$3.50 @5.50.

A moderate supply of hogs were marketed this week, and although the prices are not as high as heretofore the shippers are all satisfied at the prices their consignments sold at. The top today is \$11, while the bulk sold at \$10.75 @10.90.

A fairly good run of sheep were received so far this week, the receipts totaling up 6,630. The market is steady, but has lost some of the advances forced by the sellers last week. However, the prices are good. Spring lambs are selling up to \$15; lambs are quoted at \$9.60 @10.50; clipped lambs, \$9.60, a new record for this class. One consignment of 237 yearlings averaging 74 lbs. sold for \$9.40, which is the highest yearlings have ever sold for on this market.

OMAHA

(Special Letter to The National Provisioner.)

Union Stock Yards, So. Omaha, March 29.

Great unevenness has characterized the cattle market for the past two weeks and as packers have taken advantage of the rather liberal offerings most of the recent big advance in prices has been lost. This applies to both beef steers and cow stuff. Choice, finished beefs are still selling up around \$8 and the bulk of the fair to good 1,000 to 1,300-pound cattle sell at a range of \$6.75 @7.75. The decline has been chiefly on the common to fair warmed up and only partly fatted grades that sell at \$6.25 @7.25. Cows and heifers that are choice enough for the Eastern trade sell at \$5.50 @6.25, but the bulk of the fair to good butcher stock is selling at \$5 @5.50 with canners and cutters at \$2.50 @4.50.

Hogs are moving upward right along, although the advance is slow and all classes of buyers are stubbornly fighting the advance. Eastern buyers are taking a good share of the offerings and are largely responsible for the higher prices, as local packers are holding off as much as possible. Heavy loads still command a premium, but the range of prices continues nar-

row for good stuff of all weights. With about 7,000 hogs here today the market was fully steady. Tops brought \$10.85, as against \$10.67 last Tuesday and the bulk of the trading was at \$10.65 @10.75, as against \$10.45 @10.55 a week ago.

Some weakness has developed in the market for sheep and lambs but prices are slow to respond to the bearish attacks of packers and choice fat lambs sold today at the highest prices on record. They weighed only 70 pounds and brought \$10.60. Packers want the stuff but fight the upward tendency of prices as hard as possible.

ST. JOSEPH

(Special Letter to The National Provisioner.)

South St. Joseph, Mo., March 29.

During last week there was not much change to note in the cattle trade, but with the opening of the present week there has been a lower turn developing, and at this writing some of the very best fat steers might sell up to old prices but for the bulk of supplies as they are coming prices are off 15c. to 35c., with the bulk of the decline falling on the medium down to common grades. Cows and heifers are also on a lower turn, and for the bulk are around a quarter lower, while stock cattle have come in for a decline of 20c. to 40c. Fat steers are selling largely at \$6.75 @7.50, but with some of the best kinds going up to \$8 @8.35; bulk of cows and heifers sell at \$5 @6, but with choice kinds up to \$7.

The market for hogs has continued to work toward a higher level, and on the opening day of this week prices touched the \$11 mark at St. Joseph for the first time in the history of Missouri River markets. The market appears to be in healthy position at around the present prices as the demand is good and there is no prospect of a permanently enlarged volume of marketing in the near future. The bulk of the supply on today's market sold at \$10.75 @10.85, with top at \$11.

The sheep market is being pretty well supplied at present, and the market is on a lower turn.

NEW YORK LIVESTOCK

WEEKLY RECEIPTS TO MARCH 28, 1910.

	Beeves.	Cows.	Calves.	Sheep.	Hogs.
Jersey City	2,547	2	2,454	6,347	10,909
Sixtieth street	2,796	41	3,496	3,725	—
Fortieth street	—	—	—	—	10,724
Lehigh Valley	3,927	—	570	7,551	—
Central Union	3,318	—	298	5,911	—
Weehawken	78	—	—	—	—
Scattering	71	142	56	4,150	—
Totals	12,666	114	6,960	23,590	25,783
Totals last week	11,983	106	5,717	24,593	27,584

WEEKLY EXPORTS.

	Live cattle.	Live sheep.	Qrs. of beef.
Morris Beef Co., Oceanic	—	—	1,326
Morris Beef Co., Cedric	—	—	502
Swift Beef Co., Oceanic	—	—	1,320
Schwartz & Sulz, Minneapolis	112	—	1,000
J. Shamburg & Son, Minneapolis	78	—	—
Miscellaneous, Bermudian	5	61	—
Total exports	195	61	4,238
Total exports last week	304	33	4,768

MEAT AND STOCK EXPORTS

WEEKLY REPORT TO MARCH 28, 1910.

Exports from—	Live cattle.	Live sheep.	Qrs. of beef.
New York	195	61	4,238
Boston	743	—	560
Baltimore	367	—	—
Philadelphia	628	—	—
Exports to—	963	—	3,646
London	743	—	1,161
Liverpool	222	—	—
Manchester	—	—	—
Bermuda and West Indies	5	61	—
Totals to all ports	1,933	61	4,807
Totals to all ports last week	4,435	33	6,592

M. K. PARKER & CO.

Tallow, Grease and All Packing House By-Products
GET OUR PRICES
Postal Telegraph Bldg., CHICAGO

THE WEEK'S CLOSING MARKETS

FRIDAY'S GENERAL MARKETS.

Lard in New York.

New York, April 1.—Market weak. Western steam, \$14.60; city steam, \$14.35; refined Continent, \$14.80; South American, \$15.50; Brazil, kegs, \$16.50; compound, 10 1/4c.

Liverpool Markets.

Liverpool, April 1.—(By Cable.)—Beef, extra Indian mess, 120s. Pork, prime, mess, 116s. 3d.; shoulders, 63s. 6d.; hams, short clear, 75s. Bacon, Cumberland cut, 73s. 6d.; long clear, 28@34 lbs., 73s. 6d.; 35@40 lbs., 73s.; backs, 71s.; bellies, 62s. 6d. Tallow, 33s. Turpentine, 42s. 3d. Rosin, common, 10s. 6d. Lard, spot prime Western, 71s. 6d.; American refined in pails, 71s. 9d. Cheese, Canadian, finest white, new, 64s. 6d.; colored, 62s. 6d. American lard (Hamburg), 50 kilos, 69 marks. Tallow, Australian (London), 36s. 3d. Cottonseed, refined, loose (Hull), 31s. 3d.

FRIDAY'S CLOSINGS IN NEW YORK.

Provisions.

The market opened firm and higher on the small hog receipts and the higher hog market.

(Closing Chicago quotations on page 40.)

Tallow.

The market was steady but quiet, at 7 1/4c. for city.

Oleo Stearine.

The market was firm but quiet, with prices held at 18 1/2c.

Cottonseed Oil.

The market was easy under speculative realizing, due to the lower cotton market and rains in the cotton belt.

Market closed easy, 2 to 10 points decline. Sales, 20,400 bbls. Closing quotations: April, \$7.55@7.60; May, \$7.58@7.59; July, \$7.68@7.69; September, \$7.74@7.76; October, \$7.33@7.34; November, \$6.86@6.88; December, \$6.62@6.65; January, \$6.50@6.65. Spot oil, \$7.52@7.55. Crude oil, \$6.74@6.80.

FRIDAY'S LIVESTOCK MARKETS.

Chicago, April 1. Hog market 5c. higher than yesterday's late market; quality fair; bulk of prices, \$10.75@10.85; light weights, \$10.50@10.82 1/2; mixed and butchers' weights, \$10.55@10.90; heavies, \$10.60@10.95; rough heavies, \$10.60@10.70; Yorkers, \$10.70@10.75; pigs, \$9.70@10.55. Cattle strong and steady; beefs, \$5.65@8.60; cows and heifers, \$2.80@7.20; Texas steers, \$5@6.50; stockers and feeders, \$3.85@6.75; Western, \$5@7. Sheep weak; natives, \$5.50@9.10; Western, \$5.75@9.10; yearlings, \$8.25@9.40; lambs, \$8.60@10.25.

Kansas City, April 1.—Hog market strong, \$10.20@10.80.

East Buffalo, April 1.—Hog market opened steady; 2,400 on sale at \$11.15@11.25.

Indianapolis, April 1.—Hogs strong, at \$10.50@10.80.

Louisville, April 1.—Hogs 25c. lower, at \$10.35@10.75.

St. Louis, April 1.—Hogs generally 5c. higher at \$10.50@10.95.

Omaha, April 1.—Hogs strong at \$10.45@10.80.

OLEO OIL AND NEUTRAL LARD.

(Special Report to The National Provisioner.)

New York, March 31.—In the early part of this week Europe had holidays, and that has interfered with business, but there is practically no change to report in the situation of either oleo oil or neutral lard; production of both articles in this country continues moderate, and the stocks are practically nothing. We are now in the season of the year when the qualities of oleo are particularly liked by the butterine manufacturers in Europe, so it is likely that they will be ready buyers of these goods for April. And price of neutral lard, high as it is, hardly pays for the cost of manufacture, so there is no prospect that these goods will go cheaper. Europe has lately shown considerable interest in butter oil, and bought freely of same for prompt and later shipment.

CHEMICALS AND SOAP SUPPLIES.

(Special Report to The National Provisioner.)

New York, March 31.—Latest market quotations are as follows: 74 per cent. caustic soda, \$1.85@1.90 basis 60 per cent.; 76 per cent. caustic soda, 1.90 to 2c. basis 60 per cent.; 60 per cent. caustic soda, 2c. per lb.; 98 per cent. powdered caustic soda in bbls., 3c. per lb.; 58 per cent. soda ash, 90c.@\$1 basis 48 per cent.; 48 per cent. carbonate soda ash, \$1.10 per 100 lbs.; borax, 4 1/4c. per lb.; talc, 1 1/2@1 1/4c. per lb.; silic, \$18@20 per ton of 2,000 lbs.; marble flour, \$7.50@8.50 per ton of 2,000 lbs.; silicate soda, 80c. per 100 lbs., no charge for barrels; chloride of lime in casks \$1.50, and in barrels \$2 per 100 lbs.; carbonate of potash, 4 1/2@4 3/4c. per lb.; electrolytic caustic potash, 88@92 per cent. at 5 1/2@5 3/4c. per lb.

Genuine Lagos palm oil in casks 15/1800 lbs., 7 1/4@7 3/4c.; prime red palm oil in casks 15/1800 lbs., 7@7 1/4c. per lb.; clarified palm oil in barrels, 7 1/2c. per lb.; palm kernel oil, 9@9 1/4c. per lb.; green olive oil, 75@85c. per gal.; yellow olive oil, 80c.@\$1 per gal.; green olive oil foots, 6 1/2@6 3/4c. per lb.; peanut oil, 70c. per gal.; Ceylon coconut oil, 9 1/2@9 3/4c. per lb.; Cochiti coconut oil, 10@10 1/4c. per lb.; cottonseed oil, 7 3/4@7.80c. per lb.; corn oil, 7@7.15c. per lb.; soya bean oil, 7 1/2@7 3/4c. per lb.

Prime city tallow in hhds., 7 1/4@7 3/4c. per lb.; special tallow in tierces, 8@8 1/4c. per lb.; choice tallow in tierces, 7 3/4@8c. per lb.; oleo stearine, 18@18 1/2c. per lb.; house grease, 7 1/4@7 3/4c. per lb.; brown grease, 6 3/4@7c. per lb.; yellow packer's grease, 7@7 1/4c. per lb.

SLAUGHTER REPORTS

Special reports to The National Provisioner show the number of livestock slaughtered at the following centers for the week ending March 26, 1910:

CATTLE.

Chicago	28,851
Kansas City	24,069
Omaha	15,098
St. Joseph	9,112
Cudahy	334
Sioux City	4,206
South St. Paul	2,692
Wichita	4,460
New York and Jersey City	12,585
Fort Worth	9,289
Philadelphia	3,985
Pittsburg	6,220

HOGS.

Chicago	61,440
Kansas City	84,748
Omaha	34,893
St. Joseph	21,641

Cudahy	2,486
Sioux City	12,611
Ottumwa	3,687
Cedar Rapids	5,816
Wichita	9,211
South St. Paul	11,248
New York and Jersey City	25,783
Fort Worth	15,385
Philadelphia	3,915
Pittsburg	24,968

SHEEP.

Chicago	40,560
Kansas City	28,472
St. Joseph	23,679
Cudahy	11,796
Sioux City	190
South St. Paul	319
New York and Jersey City	2,574
Fort Worth	23,529
Philadelphia	767
Pittsburg	9,114
	15,919

RECEIPTS AT CENTERS

SATURDAY, MARCH 26, 1910.

	Cattle.	Hogs.	Sheep.
Chicago	300	3,284	1,500
Kansas City	400	1,539	2,000
Omaha	100	5,000	
St. Louis	150	11,296	
St. Joseph	50	1,500	
Sioux City	100	1,500	
St. Paul	500	1,400	400
Fort Worth	400	1,000	
Milwaukee		6,084	
Peoria		600	
Indianapolis	450	1,000	
Cincinnati	472	2,646	
Pittsburg	200	800	1,000
Cleveland	100	500	1,000
E. Buffalo	100	500	3,000
New York	2,294	1,753	3,984

MONDAY, MARCH 28, 1910.

Chicago	2,300	23,128	15,000
Kansas City	9,000	6,987	10,000
Omaha	4,300	5,600	11,000
St. Louis	2,500	9,392	25,000
St. Joseph	2,200	4,000	3,000
Sioux City	5,000	2,800	400
St. Paul	3,100	3,000	8,000
Fort Worth	1,600	3,200	
Milwaukee		328	
Peoria		800	
Indianapolis		1,000	
Cincinnati	2,434	2,621	227
Pittsburg	3,300	3,200	7,000
Cleveland	500	2,000	15,000
E. Buffalo	3,400	8,500	
New York	4,242	5,645	8,120

TUESDAY, MARCH 29, 1910.

Chicago	3,500	9,283	10,000
Kansas City	8,000	11,045	8,000
Omaha	4,000	7,000	6,200
St. Louis	4,000	7,981	1,500
St. Joseph	2,000	4,000	
Sioux City	1,200	3,000	400
St. Paul	4,100	3,300	500
Fort Worth	1,500	1,500	1,200
Milwaukee		838	
Peoria		800	
Indianapolis	1,700	2,000	
Cincinnati	204	500	
Pittsburg	40	2,000	
E. Buffalo		1,000	1,700
New York	758	1,528	1,714

WEDNESDAY, MARCH 30, 1910.

Chicago	14,000	16,349	12,000
Kansas City	7,000	11,932	7,000
Omaha	2,200	8,100	10,700
St. Louis	2,200	8,727	10,000
St. Joseph	2,500	5,000	300
Sioux City	1,000	3,000	500
St. Paul	800	2,000	7,000
Fort Worth	2,500	2,800	
Milwaukee		4,107	
Peoria		1,000	
Indianapolis		1,016	
Cincinnati	1,102	2,429	175
Pittsburg		1,500	
E. Buffalo		500	5,000
New York	2,470	5,067	6,208

THURSDAY, MARCH 31, 1910.

Chicago	35,000	12,000	7,000
Kansas City	35,000	6,000	5,000
Omaha	2,000	8,000	6,200
St. Louis	2,500	10,977	200
St. Joseph	1,400	5,000	
Sioux City	400	1,200	3,000
St. Paul	700	1,200	3,500
Fort Worth	2,100	2,700	
Milwaukee		948	
Peoria		600	
Indianapolis		3,000	
Cincinnati	468	1,029	410
Pittsburg		2,000	
E. Buffalo		500	6,000
New York	891	1,948	2,387

FRIDAY, APRIL 1, 1910.

Chicago	1,000	7,000	2,500
Kansas City	1,000	4,000	2,500
Omaha	300	4,700	7,500
St. Louis	1,500	9,702	
St. Joseph	200	2,500	
Sioux City	300	2,000	
Fort Worth	1,100	1,000	300
St. Paul	400	1,200	100
Milwaukee		976	
Indianapolis		4,000	
Cincinnati		5,920	
Cleveland		1,000	

Government Inspection

requires your packing house to have the most

Sanitary Arrangement

We are specialists in this work Write us in regard to your requirements

TAIT-NORDMEYER ENGINEERING CO., Wright Building St. Louis

Retail Section

MEAT PRICES LOWER HERE THAN ABROAD

Newspaper Lies Once More Repudiated by Official Reports

One of the favorite canards which the sensational newspapers love to spread broadcast is the statement that meat can be obtained so much cheaper in Europe than in the "beef-trust-ridden" United States. The National Provisioner has printed statistics many times showing the utter fallacy of such claims, and only a few weeks ago printed official government reports comparing the prices of meats in England and Chicago, showing how much cheaper American meats were at home than abroad, instead of being higher.

Following are additional government reports of meat prices in various European localities, which the trade may compare to get at the relative cost to consumers of their meat purchases here and abroad. The figures again give the lie to the sensationalists.

Retail Prices of Meat in Hamburg.

In answer to an inquiry regarding the retail prices of meat in Hamburg, Consul-General Robert P. Skinner, of that city, states that there are slight variations charged for similar cuts by fashionable and unfashionable dealers, with the chances, moreover, of securing a superior quality in the shops where the higher prices prevail. He continues:

The figures supplied in the following table were furnished by a first-class average dealer whose prices are neither the highest nor the lowest. It must be remembered that retail butchers do not cut their meat in this country in exactly the same manner as in the United States. Following is a full tariff of the prices per pound now prevailing in this city for the various kinds and cuts of meat and for lard:

Beef:	Cents.
Boiling	19.5
Ribs for boiling	19.5 to 23.8
For boullion	19.5
Leg	19.5
Roast	19.5 to 21.7
Roulade	25.9
Steak—	
Sirloin	32.4 to 34.5
Tenderloin	43.3
Sausage and hash	17.4 to 21.7
Veal:	
Boiling	21.7
Leg	25.9
Saddle, with kidneys	30.2
Chops	32.4
Sausage and hash	23.8
Liver, calf's	32.4
Lard:	
In tierces	19.5
Smaller quantities	21.7
Mutton:	
Boiling	19.5
Chops—	
Large	25.9
Small	30
Pork:	
Boiling	17.4 to 21.7
Ribs	21.7
Chops (loin)	25.9
Hash	19.5 to 21.7
Fillet	32.4
Ham, smoked:	
For raw eating—	
Whole	22.6 to 25.9
Sliced	47.6 to 51.9
For boiling, whole	19.5 to 25.9
Ham, boiled, sliced	43.3

Bacon:	
Whole pieces	19.5
Sliced	21.7

Food Prices as High as in United States.

The following information concerning the high prices of foodstuffs in Germany, notwithstanding its intensive agricultural system, is furnished by Consul Robert J. Thompson, of Hanover:

One of the forces at work in Germany to counteract the shifting of the male population to the industrial centers is the employment of women in agriculture. Perhaps no less than 3,000,000 German women are regularly engaged in agriculture, together with a seasonal influx of 600,000 Polish, Bohemian and Lithuanian women. Still prices for standard foods, with a few exceptions, are as high as in the United States. The supply of foodstuffs in Germany has only been kept up to the maximum figures by intensive agriculture, the employment of modern machinery, scientific fertilization, and the employment of millions of female hands.

On the basis of income, the German, in comparative occupation with the American worker, should not pay more than 50 per cent. of the prices he now pays for his food, while he pays practically the same as the American, with the exception of potatoes, milk and vegetables. This condition is met by certain self-denials and by the economies exercised by the German housekeeper, who, in an ordinary household, would be almost able to live fairly well on the waste of many American families of similar position in life.

The following statement shows the retail prices of leading foodstuffs in Hanover, which is considered an inexpensive city to live in, in American cents per pound: Beef and veal, 20¼; pork and mutton, 19; smoked ham, 35; bacon, 22½; wheat flour, 4½; rye flour, 3½; wheat bread, 5¼; rye bread, 3; coffee, medium Java, roasted, 39¼; table butter, 37; milk, per quart, 4¼; eggs, per dozen, 40.

Cost of Provisions in London.

Consul-General John L. Griffiths, of London, forwards a list of prices of food in that city, covering the articles that enter into the daily consumption of the great masses of the English people. The prices were obtained for same day, Feb. 17, 1910, in widely separated parts of London, including the southwestern, southeastern, northwestern and western portions of the city. The consul-general says:

The prices of inferior provisions, such as are used by the very poorest classes, were not obtained, as the purpose of this report is to show the cost of living, so far as the table is concerned, for mechanics, artisans, tradespeople and the very large general public. Care has been exercised to have as far as possible the price in each instance for the same quality of article, and the fluctuations are due to the fact that in some certain localities rents are lower and the running expenses of a shop less than in other places. Only occasionally have the prices of luxuries been given, such as lobster, salmon, pheasants, ducks, geese, etc., and these have been furnished because of their more general use in America than in England, so that a standard of comparison might be established. It is impossible in many cases to give an

absolute average price, because the average would apply only to certain grades or sizes. In such instances I have given the range from the price of the poorest quality to the superior article in each particular. In the list following the prices in English money have been converted on the basis of 1 pence equaling 2 cents:

	Cents.
Bacon, per lb.	11 to 28
Beef:	
English, various cuts, per lb.	18 to 26
Foreign, various cuts, per lb.	10 to 19
Ham:	
Uncooked, per lb.	20 to 28
Cooked, per lb.	48 to 61
Kidneys:	
English, each	7
Frozen, dozen	24
Lamb cutlets, per lb.	36
Lard, per lb.	10 to 18
Liver, per lb.	12 to 24
Mutton:	
English, per lb.	13 to 24
Foreign, per lb.	20
Mutton chops, per lb.	24 to 30
Ox tails, each	12 to 48
Pork, per lb.	14 to 20
Sausage, per lb.	12 to 22
Steak:	
Fillet, per lb.	28 to 36
Rump, per lb.	24 to 32
Sirloin, per lb.	28 to 32
Other, per lb.	20 to 30
Turkeys, per lb.	24 to 30
Veal, per lb.	24 to 32

Prices in Austria-Hungary.

In forwarding the following statistics of the prices of the necessities of life in Reichenberg, Vice-Consul Edward T. Heyn reports that the Chamber of Commerce of that municipality, with the largest membership of any like organization in Austria-Hungary, has suggested to all other chambers of commerce in the dual monarchy the opening of an inquiry on the causes which have brought about the present high prices:

The following statement, furnished by the magistracy of Reichenberg, shows the former and present prices of the necessities of life in this city:

	Former price.	Present price.
Beef, 2.2 lbs.	\$0.25 to \$0.27	\$0.35 to \$0.37
Fillet of beef, 2.2 lbs. ....	.48	.59
Veal, 2.2 lbs. ....	.26 to .29	.29 to .41
Pork, 2.2 lbs. ....	.29	.44 to .48
Liver, 2.2 lbs. ....	.24	.24
Geese, each	1.21	2.03
Pigeons, each .....	.16	.20
Ducks, each .....	.60	1.01

The high prices of meat are, however, chiefly due to the fact that the number of cattle and other meat-producing animals in Austria-Hungary has not kept pace with the growth of the population.

The average workingman in Reichenberg lives on 20 cents a day, his meals being as follows: Breakfast, bread, butter and coffee; forenoon lunch, bread and butter; noon meal, soup, sausage, potatoes and coffee or beer; afternoon lunch, a little bread; evening meal, potatoes and buttermilk or coffee. At the Sunday noon meal he has pork or beef, in addition to the usual workday meal.

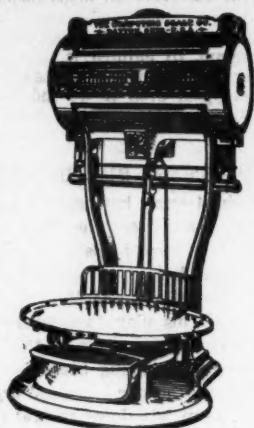
LOCAL AND PERSONAL.

F. C. Davis has sold out his stock of meats at Dryden, Mich., to his son Fay.

A. D. McGuire has closed out his meat business at Freeland, Mich.

F. W. Jewell has engaged in the grocery and meat business at Detroit, Mich.

Geo. W. Wingert & Son have purchased



Who Gets the Profits ?

INVESTIGATORS representing the Press, Public, Legislatures, etc., are now delving into this live and important subject for the purpose of placing the blame and suggesting a remedy.

Some say it's the retailer.

IS IT? We are too closely allied to the retailer to let the statement go unchallenged. We know that your profits are very small after your operating expenses have been deducted.

Some staple articles are sold at a distinct loss. For example, sugar; where is your profit after your percentage for handling has been deducted?

Retailers who make a close study of their business find that a conservative estimate of operating expense

is 15 per cent., and then only under the most favorable condition.

How much of your remaining profit is eaten up by old or inaccurate scales?

This is a vital subject, and indifference to it courts disaster.

Figure out what one-fourth of an ounce loss on each weighing for a day amounts to, then think it over. Ask yourself if you are sure that you are not losing this much per day.

One penny is all it will cost you to send us a postal asking for our illustrated catalogue showing cuts of our profit-saving, visible-weighing computing scales.

EASY PAYMENTS—You have the option of buying either by easy monthly payments, or a liberal cash discount if paid in 30 days.

Old or unsatisfactory computing scales taken in as part payment on purchases of new ones.

The Computing Scale Company.
MANUFACTURERS
DAYTON, OHIO.

MONEYWEIGHT SCALE CO.

Please mention NATIONAL PROVISIONER when writing for Catalogue.

27 STATE STREET, CHICAGO, ILLINOIS

the butcher shop of Wm. Hendricks at Ithaca, Mich.

Joseph Roberts has engaged in the meat and grocery business at Lake Linden, Mich.

C. W. Lindquist has succeeded Geo. Kelson in the meat business in Weston, Idaho.

The City meat market has succeeded to the business of Wilcox & Zink at Payette, Idaho.

M. M. McAuley has succeeded E. K. Crooker in the meat business at Keremees, B. C.

Hugo Olms has purchased the meat business at Hildreth, Neb., from Grant & Fruhling, which he sold them several months ago.

The Palace meat market of Reed & Heise at Holdrege, Neb., has been damaged by fire.

J. S. White has purchased the butcher shop of H. Ormsher at Chadron, Neb.

A. F. Reynolds has sold out his meat business at Minden, Neb., to Mr. Molesworth.

A. W. Steele has sold his meat market at Clatonia, Neb.

Carl Erickson has engaged in the meat business at Riverdale, Neb.

H. G. Saddler has engaged in the meat business at Liberty, Neb.

Ossian Rucker has sold out his meat business at Cedarvale, Kan.

The meat market of E. W. Allen at Muscotah, Kan., has been destroyed by fire.

Jeff Prittner has sold out his butcher shop at Calumet, Okla., to Knight & Warford.

G. W. Wilkinson and C. F. Beck have purchased the Conrad meat market in Alva, Okla.

D. N. Hatfield has sold out his meat business at Pawhuska, Okla., to Givens and Stephens.

Singleton & Pannill have purchased the City meat market at Minco, Okla., from George Youts.

W. L. Chase & Company, Inc., of Norfolk, Va., have organized with a capital stock of \$4,000 to engage in the fish and oyster business. W. L. Chase, J. C. Whitehurst and E. W. Wolcott are the incorporators.

J. H. Duncan has sold his grocery and meat business at Lewisburg, Tenn., to J. B. Marsh & Company.

J. Mikalonis' meat market at Mt. Carmel, Pa., has been destroyed by fire.

A. Yale has purchased the meat market of C. Gordon at Ashtabula, Ohio.

E. Grue has purchased the meat business of M. Kohn at East Dubuque, Iowa.

Peter Runkus has moved his meat market at Beacon Falls, Conn., to another building.

John Rauh, a retired butcher of the Bronx, New York City, N. Y., died last week.

Ruhmann Brothers' butcher shop at Buffalo, N. Y., has been damaged by fire.

C. E. Welch has opened a meat market at Elmira, N. Y.

Joe Hoffer has sold his meat market at Mansfield, O., to G. Vantilberg.

S. H. Buckley has sold his meat market at Mystic, Conn., to his son, F. H. Buckley.

Do you keep an eye on the "Practical Points for the Trade" page? Watch it every week.



Customer's Side

ATTRACT TRADE TO YOUR STORE

BY USING
TOLEDO SCALES

NO SPRINGS
HONEST WEIGHT
GUARANTEED

105 Styles and Sizes
Adapted to all kinds Stores
PRICES, \$37.50 UP

THE HIGH PRICE OF EATABLES

Have caused the consuming public more closely than ever to observe the scales used by the grocer and butcher. People lack confidence in Spring Scales, Beam and Even-Balance Scales. But they like to buy over Toledo Scales, because they can see the beautiful Toledo Springless Mechanism which automatically does the weighing; the scales show them the exact weight of their purchase; they see on the scales the signs, "No Springs," "Honest Weight," and have full confidence that their purchases are weighed correctly.

NO WAITING—NO ERRORS

There is no waiting for a salesman to find a balance or to figure what to charge. The Toledo itself does the weighing and calculates the exact value mechanically, instantly and accurately. Thus time is saved, errors avoided, profits assured, customers pleased. Any customer prefers to trade where his purchases are weighed by the most modern, automatic, reliable weighing machine than to buy supplies over old-style scales.

YOU CAN GET THESE ADVANTAGES

Write us and learn how profitable it would be to you to get a profit-increasing and trade-bringing Toledo Scale. We make allowances for some scales in part payment for Toledo. Tell us what you have. We guarantee a better computing scale for less money than you can get from any other source. Write for our Book E, showing scales and prices.

TOLEDO COMPUTING SCALE CO.
Makers of Honest Scales, TOLEDO, O., U. S. A.



Customer's Side

Offices in all Large Cities
Look in Telephone Directory

New York Section

Vice-president G. F. Sulzberger, of the S. & S. Company, was in New York this week on business.

Swift & Company's sales of fresh beef in New York City for the week ending March 26 averaged 10.33 cents per pound.

G. E. Nye, of Chicago, Swift & Company's head beef grader, was in New York City this week looking around the branch houses.

George E. Dyck, of the S. & S. fertilizer department at Chicago, was a visitor to the New York headquarters during the past week.

The Brooklyn branch, United Master Butchers of America, held a big mass meeting last night to urge the removal of the tariff on livestock and to educate the public as to the real causes for the high cost of meats.

Five boy burglars ranging from 11 to 14 years of age were caught in the act of rifling the cash register of the butcher shop of Charles Kaplan at No. 14 Grand street, Brooklyn, on Wednesday morning by a police captain on his way home. All were locked up.

James Wills died Tuesday at his home, No. 332 West 101st street, at the age of sixty-five. He was secretary, treasurer and a director of the Merchants' Refrigerating Company of New York. He was a member and director of the American Society of Refrigerating Engineers.

Three men were hurt Tuesday morning in the plant of the Armour Fertilizing Company on Flushing avenue, when a huge pile of fertilizer caved in on them while they were at work. The injured men are Roy E. Wiley, superintendent of the plant, who suffered a dislocated shoulder, and two laborers, also severely injured.

The handsome new branch house of Swift & Company at New Brunswick will be opened on Monday, April 4, under the management of C. W. Wood. Invitations have been issued to about 500 of the trade and refreshments will be served. This is one of the most modern and up-to-date houses in its equipment anywhere around New York.

After an examination before United States Commissioner Rowe in Jersey City, Frank G. Pearsons and Adam Trinborn, officers of the Hudson County Butterine Company, whose place in Hoboken was raided last week, were held in \$2,500 bail for the Federal Grand Jury. They are charged with putting coloring matter into butterine and dodging the federal tax.

The manufacture of butterine was begun at the Jersey City plant of Swift & Company last week. Heretofore the company's famous "Premium" and "Jersey" product has been made at the big Western plants, but the Eastern demand has been so great that a butterine department with the latest equipment of machinery has been installed by Manager Brady in Jersey City and the product will be turned out there also.

Conron Brothers Company continues to expand its Western facilities for obtaining poultry and produce supplies. Word was received this week that the trip of President Joseph Conron to the West had resulted in the purchase of the big Priebe-Simater plant at Bushnell, Ill., by the Conron Company, and another plant of the same company at Fairmont, Minn. These new plants, in addition to their plants at Carrollton, Mo.; Atlantic, Iowa; Atchison, Kansas, and Leipsic, Ohio, will give the Conrons a wide territory from which to draw supplies for their big Eastern business.

MAYOR VETOES COLD STORAGE BILL.

The cold storage tagging ordinance introduced in the New York aldermanic board during the recent newspaper agitation against refrigeration, and passed by the aldermen purely as a means of attracting public applause, was promptly and properly set upon by Mayor Gaynor this week, when he sent it back to the board with his veto. He condemned the measure as not only foolish but also non-enforceable. He praised cold storage as a boon to consumers and warned the aldermen that they should remember that "a cardinal rule for lawmakers is not to pass laws which are not enforceable."

When this measure was first introduced the trade was greatly excited over it. The National Provisioner at that time declared that it was introduced by a notorious demagogue, purely for purposes of obtaining publicity for himself, and that should it by any chance become a law it could not be enforced. Mayor Gaynor in killing the ordinance states the case exactly as The National Provisioner "sized it up" at the start. The trade is now kicking itself for having allowed a political "ward heeler" to use it as a means for achieving notoriety for himself. In his veto message the Mayor says:

"It may well be that some food products may become unwholesome by being held in cold storage longer than a given time. That period, it may be, could be scientifically established by investigation, and food products which lay in cold storage up to such limit could be impounded in the storage warehouse and destroyed unless put to some use other than human food. It may be the Board of Health already has this power.

"This ordinance does not try to accomplish that end, but requires all foods in cold storage to be tagged with the date they come in and the date they go out, and that all retailers display the same tag on the article to their customers. The enforcement of this would be impossible, and a cardinal rule for lawmakers is not to pass laws which are not enforceable.

"It would be necessary to place inspectors not only in all of the cold storage warehouses, but in every retail place, even to make an attempt to enforce it, and if all that were done the shifting of tags could scarcely be stopped, even if we indulge the belief that all of the inspectors would be honest."

BUTCHERS' LICENSE BILL UP AGAIN.

A bill to compel retail butchers to register and take out a State license has been introduced in the New York Legislature by Assemblyman Philip Keller, of Niagara Falls, who is an officer in the United Master Butchers of America. This plan to compel every butcher to pass an examination as to fitness before a butchers' examining board is a favorite one with the master butchers' organization, and has been introduced several times before. It has met with the opposition of the butcher workmen's unions, however, and has heretofore failed to pass.

It is introduced this year in somewhat different form. It provides for the appointment by the Mayor of each city of an examining board of five butchers. In New York City a board is to be appointed for each borough. One member is to be an officer of the Department of Health. The board in each case is to issue certificates of registration to master butchers entitling them to ply their trade upon examination and payment of an annual fee of \$5.

KOSHER RIOT SEASON BEGINS.

This is the time of year when we may expect the newspapers to report kosher meat riots. When kosher chucks are high the more ignorant class of customers, especially of the foreign element, are incited to riot and the destruction of the property of kosher shopkeepers by the belief that prices are arbitrarily "boosted" and that they are being deliberately robbed. This year, with the general level of all livestock and meat prices at a record height, it is not improbable that these kosher riots will be more numerous and violent than ever. And it may be expected that the newspapers will "play them up" for all they are worth in an agitation against the meat trade.

NEW YORK MEAT SEIZURES.

The Department of Health of the city of New York reports the following number of pounds of meat, fish, poultry and game seized and destroyed in the city of New York during the week ending March 26, 1910: Meat.—Manhattan, 18,278 lbs.; Brooklyn, 12,228 lbs.; total, 30,506 lbs. Fish.—Manhattan, 14,935 lbs. Poultry and game.—Manhattan, 1,050 lbs.; Brooklyn, 14 lbs.; Bronx, 25 lbs.; total, 1,089 lbs.

Deerfoot Farm Sausages

ARE NOW IN SEASON

Send orders direct to DEERFOOT FARM, Southboro, Mass., and receive goods *strictly fresh*, by *express prepaid*.

You save time and get expert attention by sending your

OVERDUE ACCOUNTS

and disputed claims to me

FOR COLLECTION.

I handle all matters of commercial law.

O. S. SEAVER,

43-49 Exchange Place, New York, N. Y.

